

# THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

PUBLISHED EVERY SATURDAY

ENTERED AT NEW YORK AT SECOND-CLASS RATES.

Vol. 47.

New York and Chicago, September 21, 1912.

No. 12.

## TO DISCUSS BY-PRODUCTS.

One of the valuable features of the coming convention of the American Meat Packers' Association at Chicago, October 14, 15 and 16, will be the discussion of by-product questions. Attention to this point has already been called in the columns of The National Provisioner. Details of the programme will soon be announced.

The packer struggling with an almost impossible meat situation realizes more fully than ever the salvation for his business in the profitable handling of his by-products and waste of all sorts. He will be anxious to learn all he can on these subjects, and he will want his operating chiefs to acquire the same information first-hand. Various important by-product subjects will be discussed at the convention by authorities in each line, and this will be one of the convention features most worth while to the entire trade.

On this matter Secretary McCarthy this week send out the following bulletin to members:

The programme for the business sessions of our convention is nearly completed. Special attention will be given to by-products. The development of the trade in the last few years has indicated that there is practically no money in meat, and the profits of the future must be made almost entirely out of the by-products. For this reason the papers and discussions at our forthcoming convention will have direct bearing upon the profits of the business in the future. Nothing more important to the trade could be offered than the suggestions which will probably mean future prosperity or total failure in the cases of many of our members.

Make it a point to be represented at this convention, and have as many of your operating chiefs with you as possible.

## AUSTRALIAN MEAT FOR GERMANY.

Australians believe they know how to solve the problem of the meat shortage in Germany. The inspection laws of Germany practically shut out foreign fresh meats, by requiring the viscera to be attached to all carcasses upon importation. Such a requirement is impossible of fulfillment with cattle or hog carcasses. But Australians believe they can ship mutton carcasses by refrigerated ship and train to German centers and still comply with these regulations. They are now trying the experiment with an initial consignment of 100,000 carcasses of mutton, which is to leave Adelaide, N. S. W., for Hamburg early in November.

## ARKANSAS BOOMS MEAT PRODUCTION.

The most important of all developments going on in Arkansas at this time is that of the livestock industry, a movement which has been brought about and fostered after a careful study of the field, which brought out the fact that numerous forage crops could be raised and were dependable from year to year. Last March the Arkansas Livestock Association was organized at Pine Bluff, and a propaganda has been carried on which has had a far-reaching effect in encouraging farmers to raise thoroughbred stock and in inducing practical stockmen from other States to go to Arkansas and establish breeding farms.

Another effect of this crusade has been the promotion of two packing companies, one at Little Rock and the other at Pine Bluff, and the establishment of large stock yards at the latter place. This will assure a competitive market at all times, as buyers from all packing centers will be on hand ready to bid on each large shipment received. William Cargill, for thirty-one years with Armour & Company, and for the past seven years manager of the Fort Worth plant, has been engaged as general manager of the plant of the Arkansas Packing Company at Pine Bluff, and as a result many of the stockmen in north Texas are taking a great deal of interest in the project.

The importance of the livestock industry in Arkansas may be understood to a degree by the amount of stock that has been shipped out of the State this year. Last week Arkansas hogs went to \$9.20 on the St. Louis market. Up to September 1 the receipts of stock from Arkansas on the St. Louis market had reached 116,500, despite the awful mortality among stock during the severe winter. These shipments comprised 69,000 hogs, 42,000 head of cattle and 5,500 head of sheep, a gain of 18,000 head of cattle over the same period last year.

The first annual show of the Arkansas Livestock Association will be held in the city of Pine Bluff, October 28 to November 2. Large exhibits of thoroughbred stock, especially beef cattle and hogs, will be brought there by the leading breeders of the country to be offered for sale for breeding purposes.

Valuable trade information may be found every week on the "Practical Points for the Trade" page. Do you make it a habit to study this page?

## THE ELEVEN-CENT STEER IS HERE.

As predicted in the columns of The National Provisioner last week, the 11-cent beef steer has arrived. He landed in Chicago on Wednesday, when a bunch of sixteen steers were bought by Armour & Company for 11 cents per pound on the hoof.

And what was even more remarkable was the fact that the steers were not natives, but branded cattle from the West. Last week's high mark of 10.90 cents was reached the day before on a bunch of Iowa-fed branded Herefords, but the following day the 11-cent price was paid for cattle even less high grade.

Another striking evidence of the market situation was the sale on Thursday of a bunch of North Dakota grass steers, which had never tasted a grain of corn, for 9.75 cents alive. This price was even higher than the top a year ago for the best corn-fed natives.

It is now freely predicted that Christmas cattle will bring at least 15 cents, a figure heretofore considered good for the single championship show animal when sold at auction.

## NO EXPORTS OF CATTLE OR BEEF.

The attention of those who are talking so loudly of the sale of American beef in London is called to the fact that for several weeks past not a single animal or pound of dressed beef has been exported from the United States. For several weeks the reports from United States and Canadian ports have been blank as to cattle and beef. Last week's report shows that 150 head of Canadian cattle were shipped from Montreal to Glasgow, the sole exception to the rule.

The explanation is simple. London demand for United States beef is confined to the best native stuff. With 11-cent cattle at Chicago no speculator has the hardihood to take a chance in export buying. Our cattle and our beef cost too much to ship them abroad.

## AMERICAN PORK IN FRANCE.

Dispatches from Washington this week say that the State Department has received a cablegram from Ambassador Herrick, at Paris, saying the port of Calais has been opened to the importation of salt pork from the United States. American pork products formerly were entirely barred from this port, and from other French ports.

## NEW PACKING PLANT ON MEXICAN BORDER

### Elaborate Scheme for El Paso Meat Establishment

Announcement has already been made through the columns of *The National Provisioner* of the plans for an elaborate new packing plant at El Paso, Tex., to be constructed by a stock company formed by local and Eastern capital. The belief of the promoters is that El Paso is an ideal location for such a plant, in view of the expectation of future large supplies of reasonably cheap beef cattle from Mexico, as well as supplies from the adjacent territory in Texas and the States West which now send their cattle to more distant markets.

The projectors of this scheme are looking ahead a long ways, and if they carry out their plans as outlined, they will be equipped for future developments in beef production in the Southwest. Their plans are very ambitious, and include a plant the cost of which the engineer who drew the plans estimates to be close to a million dollars. His estimate covers killing plant for cattle and small stock, by-products plant, soap plant, ice plant, power plant, terminal railroad and stockyards plant, stock exchange, warehouses, roundhouses, tunnels and all other necessary equipment.

The representatives of the promoters of this scheme are ex-Mayor J. U. Sweeney, of El Paso, and Frank W. McConnell, of the same city. The engineer is Robert W. McCandlish, of Kansas City. In a description of the proposed plant furnished to *Ice*, of Atlanta, recently Mr. McCandlish says:

#### A Description of the Plant.

"The killing plant and stock yards project at El Paso has for its chief purpose the handling of the great mass of range cattle from Mexico which passes through that city annually. A terminal stock yards railroad will connect with each of the railroads running into El Paso, including the Mexican roads. Cattle, upon arriving in El Paso through the customs port will be shunted to the stock yards, where they will be unloaded, inspected and many of them shipped to the Northern pastures for feeding. This is the primary purpose of the stock yards part of the big plant.

"There is a certain class of meat classified by cattlemen as cheap grades of beef. It is not economy to ship this class of cattle North. To handle such grades economically the killing plant has been designed by the engineers. It will have a killing capacity of 600 head of cattle daily, which can be increased to double that number by the enlargement of the cooling capacity. In addition the plant will have facilities for killing 200 hogs, 200 sheep and 250 calves daily. The latter is intended as a side line to the main purpose of handling Mexican beef cattle.

"The eight buildings of the killing plant proper will face the north side of Fifth street, just east of the joint track. The stock exchange building will be the first one on the right, and will be two stories high, with offices and an assembly room for the commission men. The next building will be the power plant for supplying the power, heat, light and refrigeration for the killing plant and stock yards. The ice plant will be next, having three stories. The killing

house will be three stories and a basement, the by-products building will also be three stories, the soap factory two stories, the warehouse two stories and the stables one story.

"The stock exchange will be built of concrete with red pressed brick and a pressed brick cornice. It will cost \$21,862, and will be fireproof. In fact, the only wood in the entire plant will be the floors and doors of the stock exchange and refrigerating doors of the killing plant. There will be ten offices on the first floor of the stock exchange for the use of the commission men. The assembly room will be 16 by 26 feet and a hallway will run the full length of the building. On the second floor there will be three private offices for the secretary, the president and auditor. Besides there will be telegraph and telephone offices and a main office 50 by 40 feet. This building will measure 43 by 90 feet.

#### Power Plant and Killing House.

"The power plant will be built of steel faced with red, pressed brick, and will have a concrete stack measuring 9 by 150 feet. Space will be left for duplicating the machinery of this plant. The boilers will have automatic stokers, ash handling machinery and overhead coal bins. The machinery in this building will include a battery of boilers with horsepower of 1,400, an electric plant of 600 kw. capacity, a refrigerating system comprising two 250-ton refrigerating machines, with 100-ton ice-making capacity; pumps for furnishing a water supply of 5,000,000 gallons of water in 24 hours, from six wells, which are to be sunk on the plant site. The pumping machinery will be in duplicate to prevent delays in case of a breakdown.

"A water tower with a capacity of 100,000 gallons of water and 80 feet high will be erected. This building will measure 102 by 118 feet. The ice plant will be of steel construction, three stories high and will measure 67 by 100 feet. Only distilled water will be used in the manufacture of ice at this plant. The first floor will be for storage of ice, the second floor will contain two 50-ton ice tanks and the frozen product will be dropped automatically into the storage rooms. This factory will also ice the refrigerator cars after they are loaded at the killing plant. The third floor will contain the condensers and distilling systems.

#### All Cattle to Be Inspected.

"The main killing house is the most extensive and most interesting of all the buildings. There the cattle will be driven up the chutes from the stock yards, killed, bled, cleaned, inspected and stored in the coolers by a continuous operation made possible by tramways. The most important part of this plant, as far as the public health is concerned, is the government inspection department. The meat undergoes three inspections by government meat inspectors before it finally arrives at the cooling departments.

"Starting with the third floor, where the killing operation commences, the beeves are handled automatically from the stock yards chutes to the cooling rooms on the second floor. At the mouth of these cattle chutes there are three double automatic knocking pens, where six cattle may be knocked in the head at the same time. From these pens the carcass is dropped automatically to the floor, where it is picked up by a hoist and switched to a sticking rail, where the throat is cut and the head severed. It is again dropped and the body skinned. Picking it up again the conveyors carry it along toward the chill rooms. It is cleaned, dressed and split while in motion. The tallow, hides and all offal are dropped to a room below the killing floor. The floor of the killing room

is of cork brick, making it a non-absorbent, clean white surface. Sheep and calves are handled in a similar manner, including the government inspection. Special machinery for scalding and dehairing the hog is provided.

"The killing floor is 112 by 104 feet, and the chill rooms occupy just half of the entire floor. These chill rooms are divided into two compartments, each having a capacity of 300 beeves. Another room will hold 500 head of calves, hogs and sheep. The meat is allowed to remain in these chill rooms over night, when it is dropped to the coolers on the second and first floors.

"The second floor is divided into two parts. One-half of it is for the beef coolers, with a capacity of 1,000 head, and the other half for the boning and sausage room. Half of the first floor will be utilized for coolers for sheep, calves and hogs. Five smaller rooms will be used for cut meat, eggs and by-products storage. An accordion chute will connect these coolers with the refrigerator cars, so that no warm air touches the meat after it is once chilled.

"The basement of this building will be used for hide storage, pickled and salt meat and for brine tanks. The entire killing plant will measure 104 by 225 feet, and will cost \$267,582.

#### The By-Products Plant.

"The by-products building will adjoin the killing plant and will be connected with it by two bridges. There will be two departments in this building, the edible and the inedible production departments. On the third floor of the edible department will be located the tallow and lard tanks, fat cutters, fat hashers, mixing vats for lard, compound and butterine departments. In the inedible department will be bone, horn and hoof storage and the offal tanks. On the second floor of the edible part there are to be the slush tanks for the lard and tallow, grinding vats, churns and presses for making butterine and settling kettles for the compound. In the inedible part there will be slush tanks and drying rooms for the horns, hoofs and bones. On the first floor will be the presses for the lard and tallow and storage for the butterine and compound departments. In the edible departments on this floor there will be the fertilizer presses and tankwater evaporators of the inedible departments.

"The soap factory and the cotton oil refinery will be two stories and will cost \$31,215. The second floor will be divided so that one-half of it will be used for making high-grade laundry soap and for a laundry in which this soap will be used for washing the clothing of the employees. The other half of the second floor will be for cotton oil, deodorizing, bleaching and refining tanks. The first floor will have soap slabbers, cutters and press dryers on one half of it. On the other half there will be the oil tanks, the receiving and bleaching tanks.

"There will also be a two-story warehouse 50 by 100 feet for the storage of barrels, boxes and cans. This will be of concrete and brick. The roundhouse will be erected for the engines of the terminal railroad, which have already been purchased. There will be three hay barns, a shed for the range and sheds for the stables for the fine horses, a disinfecting plant, bedding chute and other buildings connected with the stock yards.

"All of the buildings will be equipped with metal windows of wire glass. The tunnel will be of concrete, and will be six feet wide and nine feet high. It will be a conduit to connect each of the buildings for refrigerating, lighting, water, telephone and gas service pipes. The tunnel will be 150 feet long and will cost \$4,986 to construct. The soap factory will have a capacity of five tons a day, and the compound department will produce one car each day.

"All buildings are fireproof. The beef coolers and killing rooms will be lined with white tile, and everything will be perfectly sanitary. By planning the plant as a whole it is possible to get the highest efficiency with the least equipment cost."



## TUBERCULOSIS OF HOGS

### Increasing Disease Threatens Health and Meat Supply

By Drs. John R. Mohler and Henry J. Washburn, U. S. Department of Agriculture.

(Continued from last week.)

**EDITOR'S NOTE.**—This article on tuberculosis in hogs, which began in *The National Provisioner* of July 13, was prepared after exhaustive investigation by the chief of the Pathological Division of the Federal Bureau of Animal Industry and one of his co-workers, and indicates with startling clearness the danger which threatens both the public health and the future of our meat supply. The source of this menace is the dirty farm, and as *The National Provisioner* has always maintained, until the farmer is made to "clean up" the danger and the enormous material loss will both continue.

Farmers who have suffered tremendous money losses from condemnation of tuberculous hogs will read this article with special interest. It behooves them to do their part in securing legislation which will enable the authorities to trace the disease to its source, and there stamp it out. The farmer will "clean up" only when the law makes him.]

#### Preventive Measures.

The first step to be taken in preventing the further spread of tuberculosis is to remove all affected animals, whether hogs or cattle, from the premises, as these will only serve as sources of infection so long as they are allowed to mingle with healthy animals. In dealing with affected herds of cattle it has been found best in most cases to apply the tuberculin test to the entire herd as a means of selecting the tuberculous animals, but with a drove of hogs in which tuberculosis has appeared there can be no doubt that the best and surest method of procedure will in nearly every case be found in the slaughter of the entire drove as soon as they can be put in a marketable condition. They should be slaughtered at an abattoir under Federal inspection, so that proper disposal may be made of affected carcasses.

This means of removing from the farm all of the centers of infection which exist among its swine is made possible and practicable by the ease with which a new drove may be built up from fresh foundation stock. With cattle the offspring seldom number more than one to a cow in a year, and the young cow does not produce until 2 years of age. With swine reproduction may be expected when the young sow is 1 year old, and instead of producing but 1 at a birth from 6 to 10 may reasonably be expected. If properly handled, the first litter of young may be weaned in time to allow the sow to farrow again the same year.

This shows how very rapidly a farm may be stocked with healthy swine after the total slaughter of a tuberculous lot. The early age at which the sow may be bred, her capacity for breeding twice a year, and the plural number of her offspring are forceful arguments for the total destruction of every diseased drove of hogs and the breeding up in clean, healthy quarters of a sound, healthy drove in its stead.

As tuberculosis seldom attacks the swine of a farm except through tuberculous cattle, the tuberculin test should be applied to all of the cattle on the place, and all tuberculous animals among them should be destroyed at the time of disposing of the hogs.

#### Disinfection.

With the hogs all removed from the place and no tuberculous cattle remaining, attention should next be given to disinfecting the premises, so that no center of infection may be left to contaminate future purchases of livestock. The disinfection of pens and

stables may be accomplished by thoroughly cleaning them, scrubbing the floors with hot water, brushing down all loose dust from the walls, and tearing out all woodwork which has become partly decayed. The interior of the pens or stables should then be carefully covered with a coating of lime wash containing 1 part of formalin to 30 parts of the lime wash, or 4 ounces of formalin to each gallon of the lime preparation.

The yards should be carefully cleaned at the same time, especial attention being given to the removal of all rubbish and litter from the dark, shady corners. Lime, or a 3 per cent. solution of carbolic acid, may then be sprinkled upon these dark portions of the yards. In all of the open portions of the yard the action of the direct rays of the sun will very quickly destroy all the virulence of the scattered tubercle bacilli.

The premises now being cleansed, healthy foundation stock may be procured, and if proper attention is given to keeping the cattle of the farm free from tuberculosis and to supplying the hogs with suitable food, the owner may feel every reasonable assurance that he has seen the last of tuberculosis among his swine. The trouble, time, and expense required will be more than repaid by the advantages gained.

It has been quite conclusively shown that swine acquire their infective tuberculous material from cattle, mankind or poultry, but principally cattle.

Tuberculosis cannot develop spontaneously in swine, but must be acquired from some outside source, and the farmer whose yards and stables have been thoroughly freed from the disease need fear no reappearance of the disease, except when introduced from some outside point of infection. In case the disease has only recently been introduced among the hogs it would be advisable to apply the tuberculin test that the affection may be detected in the early stages, in order that the hog raiser may clean up his herd with as little loss as possible.

#### Pasteurize Milk Products Used for Feed.

The heating of all milk when received at public creameries to 176 degs. Fahr., or 80 degs. Cent., has been found most effective in preventing the spread of tuberculosis to the animals consuming the by-products of such creameries. Denmark was one of the pioneers in this movement, having in 1898 passed a law requiring all skimmed milk and all buttermilk to be warmed to 185 degs. Fahr. before it could be distributed from any creamery to its patrons for feeding purposes. It was found, however, that this degree of heat was harmful to the product, and in 1904 the required temperature was reduced to 176 degs. Fahr., experiments having proved that no tubercle bacilli could withstand this amount of heat.

In practically all of the Danish creameries from this latter date the whole milk has been heated to the required point, thus assuring butter that is free from tubercular organisms, as well as by-products that are safe for use in feeding hogs or calves. The

result of these regulations has been most satisfactory. The spread of tuberculosis to farms previously free, through the skimmed milk or the buttermilk from creameries, has been very markedly checked, and suppression of the disease in hogs has been plainly noticeable.

Treating of creamery milk as a cause of the spread of tuberculosis among hogs, Moussu makes the statement that sterilization of the by-products of creameries and cheese factories results in the disappearance of tuberculosis of an alimentary origin among the hogs fed with them, and the hog owners do not longer fear losses from this disease.

Borgeaud has cited an instance in which a serious outbreak of tuberculosis among hogs was overcome by boiling all of the separated milk before feeding it to the subsequent litters of young pigs.

(To be concluded.)

#### TORONTO'S MUNICIPAL ABATTOIR.

Work has begun in cleaning a part of the city stock yards in preparation of the site for the new municipal abattoir at Toronto, Canada. Great interest is being taken in this plant by those in favor and those opposed to its location. It is claimed by its advocates that the erection of the plant means a new era in the meat business, as every small butcher will now have the advantage of being located in a sanitary plant. They feel that without doubt this municipal abattoir will be the forerunner of a series of plants such as never have been seen in the country, and will compel the general improvement of all plants of this kind. Besides the sanitary features, the artistic appearance of the plant is not being lost sight of, and it is said the plant will compare very favorably with the municipal abattoirs of Europe, where the utility of the abattoir is not the only point considered.

#### BERLIN DEMANDS CHEAPER MEAT.

Cable advices from Berlin state that sixty-nine mass meetings were held in greater Berlin last Tuesday night to protest against the high prices of food, especially of meat. All the meetings were largely attended. Resolutions were adopted demanding abolition of the tariff on cattle, meat and other food-stuffs.

American meats are now barred from Germany by law. Is it possible that the German people want a law passed admitting the hateful American "beef trust" to their country? The newspaper agitators should explain this strange idiosyncrasy of the German meat consumer.

#### OLEO PRODUCTION IN AUGUST.

Reports from the Federal Internal Revenue Service at Washington show that the production of oleomargarine in August amounted to 8,796,247 pounds, compared to 7,017,441 pounds in July. This is a heavy increase, and shows the rapidly increasing demand for the product among consumers as the price of butter begins its annual ascension. Figures for July and August compare as follows:

	Colored.	Uncolored.	Total.
	Lbs.	Lbs.	Lbs.
July, 1912.....	196,405	6,821,036	7,017,441
August, 1912....	227,431	8,568,816	8,796,247

## PRACTICAL POINTS FOR THE TRADE

[EDITOR'S NOTE.—Nothing but actual, bona fide inquiries are answered on this page of "Practical Points for the Trade." The National Provisioner uses no "made-up" queries, with answers taken out of old, out-of-date books. The effort is made to take up and investigate each question as it comes in, and to answer it as thoroughly as time and space will permit, with a view to the special need of that particular inquirer. It must be remembered that the answering of these questions takes time, and that the space is necessarily limited, and inquirers must not grow impatient if the publication of answers is delayed somewhat. It should also be remembered that packing-house practice is constantly changing and improving, and that experts seldom agree, so that there is always room for honest difference of opinion. Readers are invited to criticize what appears here, as well as to ask questions.]

### BLOOD.

(Continued from last week.)

With regard to the quality of the blood, it is apparent from the foregoing that an increase in yield by one of the practices mentioned must reduce the percentage of ammonia in the blood, for the reason that neither of the other materials contain as much ammonia as the blood. Again, since the ammonia is the valuable ingredient of the blood, as the actual value in dollars and cents is based upon the ammonia content, it is only reasonable to suggest that the yield also should be based upon the ammonia, which, of course, can be easily calculated from the reported yield of the so-called blood and the percentage figure which the laboratory furnishes. In this manner any "doping" by the men in charge will avail them nothing, as their practice is exposed as soon as the pound yield and ammonia percentage are compared.

Such figures, then, will be taken as a basis upon which to ascertain the actual yield of blood. The yield is expressed in terms of ammonia direct, instead of in pounds of blood, and the actual value of the product in dollars and cents becomes apparent by consulting the prevailing market quotations on fertilizers.

As an illustration let us assume that well dressing cattle have been slaughtered which should yield  $8\frac{1}{2}$  pounds of blood, the latter analyzing 17 per cent. of ammonia on a 10

per cent. moisture basis. This yield is, then, the equivalent of 1.445 pounds of actual ammonia per cattle. The remainder of the yield —  $8.5$  minus  $1.445$ , or approximately 7 pounds — being a worthless natural filler material. A market of, say, \$3 per unit of ammonia per ton of blood, one unit being equivalent to 20 pounds, reveals the price of 15 cents per pound, or 212-3 cents for the blood per animal, at the above yield and market value.

In order to obtain the full yield of blood we have to commence on the killing beds. All precautions necessary in the case of the blood from cattle hold also true with regard to the other stock, as hogs, calves, sheep. Ample time should be allowed for the animals to bleed freely and completely while they are suspended in the usual manner, and they should be removed from the sticking run while suspended in order to prevent the hide from becoming blood-soaked. The partially coagulated blood is then pushed into a sewer provided for that purpose by means of the familiar squeegee, whence it runs, usually by gravity, into a blood storage vat or directly into the cooking tank.

When it is realized that an admixture of water from outside sources prevents the proper coagulation of the blood during the cooking it becomes apparent that all water must be kept away from the blood. This precaution is timely because of the fact that, as is usually the case, the entire killing beds are being flooded with water at the finish of the killing, and that at that time such water is frequently allowed to run off into the blood tank.

This is, of course, wrong. The blood should have been "squeezed" into the blood tank and a shut-off plug inserted before the water was turned on for cleaning purposes, in which case the water will run into the regular sewer instead of into the blood tank.

A smaller yield of blood is obtained from kosher killing in comparison with the regular method of sticking and hanging, because

of the fact that the bleeding of the cattle is less complete in the former; moreover, the animals lying on the floor in kosher killing, take up quite an amount of blood in their hides, which is of course a detriment to the latter as well as a loss of the blood.

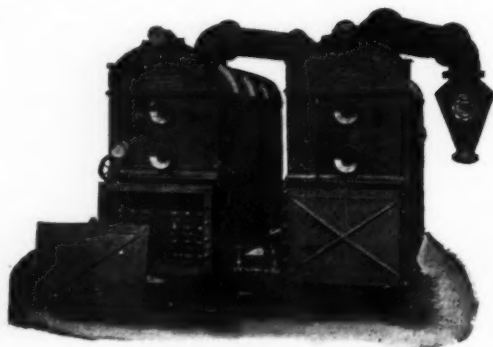
Blood is a valuable by-product. As an ammoniate it ranks with the highest packing-house fertilizers. The albumen extracted and dried brings a good price, and dried blood as a stock food is a profitable proposition. Blood in all instances should be handled quickly, decomposition being always avoided. Over and under cooking is to be avoided to obtain best results.

The proper point of finishing is supplied by experience and conditions rather than by any set rule. However, it may be said an examination of the liquid drawn from the bottom of the vat may determine the exact finishing point in cooking. The coagulated blood should be of a reddish brown color and the liquid portion a slightly pinkish color. If it is over-cooked the liquor will have a clear, watery appearance, and if under-cooked the liquor will have a red color.

When dried and ground, the blood should be spread so as to allow the heat to escape as quickly as possible before being bulked or bagged.

### GIFFORD-WOOD 1913 CATALOGUE.

The 1913 catalogue of elevators, conveyors and ice tools manufactured by the Gifford-Wood Company, of Boston, Chicago and Hudson, N. Y., has recently been issued. It is probably the handsomest and most complete publication sent out by this concern. It comprises nearly 200 pages of detailed information and illustrations, printed and bound handsomely, and forming a compendium of information for the ice and coal handling trades. With this book for reference the ice handler or coal user can order anything in the way of tools or equipment he may need without further delay or inquiry.



THIS TYPE INSTALLED FOR  
J. O. WHITTEN CO.

## THE SWENSON EVAPORATOR

is the Recognized Standard for  
PACKERS and RENDERERS

MINIMUM ATTENTION—UNIFORM PRODUCT

### SWENSON EVAPORATOR CO.

Successors to AMERICAN FOUNDRY & MACHINERY CO.

945 Monadnock Building - CHICAGO



# THE NATIONAL PROVISIONER New York and Chicago

Official Organ American Meat Packers' Association.

Published by  
**The Food Trade Publishing Co.**  
(Incorporated Under the Laws of the State of New York.)

at No. 116 Nassau St., New York City.  
GEORGE L. MCCARTHY, President.  
HUBERT COLLIS, Vice-President.  
JULIUS A. MAY, Treasurer.  
OTTO V. SCHRECK, Secretary.  
PAUL I. ALDRICH, Editor.

**GENERAL OFFICES**  
No. 116 Nassau St. (Morton Building), New York, N. Y.

Cable Address: "Sampan, New York."  
Telephone, No. 5477 Beckman.

**WESTERN OFFICES**  
Chicago, Ill., 906 Postal Telegraph Building.  
Telephone, Harrison 1553.

Correspondence on all subjects of practical interest to our readers is cordially invited.

Money due THE NATIONAL PROVISIONER should be paid direct to the General Office.

Subscribers should notify us by letter before their subscriptions expire as to whether they wish to continue for another year, as we cannot recognize any notice to discontinue except by letter.

## TERMS OF SUBSCRIPTION INVARIABLY IN ADVANCE, POSTAGE PREPAID.

United States .....	\$3.00
Canada .....	4.00
All Foreign Countries in the Postal Union, per year (21 m.) (26 fr.) .....	5.00
Single or Extra Copies, each .....	.10

## AMERICAN MEAT PACKERS' ASSOCIATION.

President, Benjamin W. Corkran, Jr., Street & Corkran Co., Baltimore, Md.  
Vice-president, Geo. A. Hormel, G. A. Hormel & Co., Austin, Minn.  
Secretary, Geo. L. McCarthy, The National Provisioner, New York.  
Treasurer, Charles E. Roth, J. C. Roth Packing Co., Cincinnati, Ohio.  
Executive Committee: Gustav Blachoff, Sr., St. Louis Independent Packing Co., St. Louis, Mo., chairman; N. O. Newcomb, Lake Erie Provision Co., Cleveland, Ohio; C. H. Ogden, Pittsburgh Provision & Packing Co., Pittsburgh, Pa.; J. J. Fellin, J. J. Fellin & Co., Inc., Philadelphia, Pa.; Sydney E. Sinclair, T. M. Sinclair & Co., Cedar Rapids, Iowa; J. S. Agar, Western Packing & Provision Co., Chicago, Ill.; Arthur T. Danahy, Danahy Packing Co., Buffalo, N. Y.; T. W. Tallaterra, Hammond, Standish & Co., Detroit, Mich.; F. T. Fuller, G. H. Hammond Co., Chicago, Ill.

## NEXT!

It is monotonous to us, as it must be to our readers, to have to refer continually to the quality of intelligence and discrimination shown in most daily newspaper comments on meat questions. But can you blame us when you read an editorial paragraph like the following from the Detroit News, a newspaper of good standing:

"Certainly the protected beef trust sells American meat cheaper in London. Why? To keep pauper European labor contented at home so it won't come over here to compete with American-born labor in the packing joints. Next!"

Let us pass the first sentence; the charge has already been disproved. Besides, we forget it when we read the explanation. So our packers sell meat cheaper in London in order to keep pauper European labor from coming over here to compete with American labor in our packinghouses? Shades of Uptown Sinker and Charles Edward Bustle, this IS a new one!

Next? Yes, indeed. Come again!

## TWO WAYS TO LOOK AT IT

We hear a great deal in these days of anti-trust agitation about the crushing out of competition in business. It is only natural that the small business man should find a sympathetic response to this cry in his own nature. He is particularly susceptible to it if he has not been successful in business. Perhaps he cannot understand his failure. He has a grievance against somebody, and it is natural and easy to put the blame on "big business." Prompted by what he reads, and by his own disappointments, he argues it out in his own mind that he would have been successful and prosperous had it not been for some larger and "better-fixed" competitor, or some "combination" which he believes has "frozen him out."

But there is another viewpoint. It is true that it may be hard for him to see any of the responsibility for failure within himself, and yet it is more than likely that he is the one largely to blame. There are conditions and circumstances where the retailer meets failure through no avoidable error of his own, and there are many cases where the smaller dealer is crushed out by his more substantial competitor, whether the latter be individual, firm or corporation. But let us see whether or not this is the rule.

In an article on retailing, appearing in the "Retail Section" of The National Provisioner, A. M. Burroughs tells of the case of a retail grocer near Boston who found himself getting the worst of the contest with larger and more powerful competitors, and who set about to investigate the reasons for it. He made the startling discovery that 95 per cent. of all retailers were just barely existing, and were being gradually forced out of business, while barely 5 per cent. were really succeeding.

This was enough to disturb anybody. Did this retail grocer come to the conclusion that the 95 per cent. were being victimized by the 5 per cent. through some unlawful or unfair means? For a wonder, he did not. Instead of declaiming against combinations or "big business," he decided that it would be a good idea to look up the successful minority and investigate their methods. He evidently had some spunk, and determined to see if he could not reach success by the same route as the 5 per cent.

What did he find? Mr. Burroughs says he found "that those stores did not use the hit-and-miss, guess-work methods used by unsuccessful retailers. They were running their business from positive knowledge." Then and there this retailer decided that he would run his own business from positive knowledge rather than according to accepted custom—or, in other words, by guess. What was the result? He is now one of the most

successful business men in his section of the country.

This is only one illustration. How many retail butchers can honestly deny that they run their shops by guess? How many of them have their business systematized, so that they know just where they stand every Saturday night? It is more than probable that the percentage of successes and failures quoted as existing in the grocery trade will hold good in the retail meat business. Possibly the situation is even more one-sided.

There are retail meat men who are successful, and who are making plenty of money in a perfectly legitimate way. It would be a safe bet that a study of the methods followed by these men would bring the investigator to the same conclusion reached by the grocer referred to. Cut the guess-work out of your business and you may not find it necessary to rail at "big business." Even though you do not become a plutocrat, you will be likely to achieve at least a reasonable measure of success and prosperity.

## EQUIPPED FOR SERVICE

At the session of Congress just ended legislation was enacted which effected a consolidation of bureaus in the Department of Commerce and Labor and established a new bureau with duties of even broader scope than those of the combined bureaus. Indeed, in addition to taking over the duties of the Bureau of Manufactures and the Bureau of Statistics, the new Bureau of Foreign and Domestic Relations may be said to have taken the place, in part, at least, of the now defunct Tariff Board.

There have been many attempts in the past to achieve a consolidation of the bureaus affected, and some criticism has been made of duplication of work and interference by bureaus of the Department of State. The National Provisioner has always opposed any legislation which would swallow up or subordinate the Bureau of Manufactures. It appears that this has not been done.

It would seem that endeavor to forward both our foreign and domestic commerce is to be the main ideal of the new bureau, and the selection of Chief Baldwin, of the old Bureau of Manufactures, to be the head of the greater institution shows that practical results are to be attempted. With former Chief O. P. Austin, of the Statistical Bureau, and former Assistant Chief E. A. Brand, of the Manufactures Bureau, as his chief aids, Mr. Baldwin should be able to demonstrate the wisdom of Congress in creating the new and greater bureau. That is, if the wisdom of Congress shall extend to the appropriation of sufficient funds to enable Chief Baldwin to carry out his plans. The equipment is there, but the money must be provided.

## TRADE GLEANINGS

The Reidsville Fertilizer Company's plant at Reidsville, N. C., has been damaged by fire.

Chas. S. Hardy has let the contract for the erection of his new abattoir at Old Town, Cal.

It is reported that L. P. Chappell and others will erect a fertilizer plant at Richland, Ga.

The delinting plant owned by the Texas Cottonseed Company at Texas City, Tex., has been destroyed by fire.

Wm. Cargill and associates will build packing plant and stock yards at Pine Bluff, Ark., to cost around \$500,000.

The Cincinnati Abattoir Company, Cincinnati, O., has had plans prepared for a new three-story slaughter and storage house.

It was reported that Armour & Company will take over the tanning plant of the James Pierce Leather Company at Olean, N. Y.

The West Washington Market, New York, N. Y., has been badly damaged by fire. A number of commission merchants were burned out.

The Pee Dee Oil Mill, Cheraw, S. C., has been incorporated with a capital stock of \$50,000 by S. G. Godfrey, G. W. Duvall and Wm. Godfrey.

The F. S. Royster Guano Company of Norfolk, Va., has awarded contract for the erection of a 140-foot addition to its plant at Montgomery, Ala.

The Tri-Mor Provision Company, Cleveland, O., has been incorporated with a capital stock of \$50,000 by C. B. Harris, E. E. Rodd and E. A. Close.

The Schmadel Packing and Ice Company, Evansville, Ind., has been incorporated with a capital stock of \$70,000 by F. Schmadel, K. Anger and others.

Fred M. Hunt, a cottonseed oil broker at Produce Exchange building, New York City, N. Y., has filed a petition in bankruptcy with liabilities of \$25,955 and assets \$7,695.

tal stock from £1,100,000 to £1,600,000 by the creation of 100,000 additional preference shares of £5 each.

Plans have been filed with the city engineering department for the new building to be erected on lower Dwight street at Holyoke, Mass., by the Cudahy Packing Company. The structures will be of mill construction, three stories high, 72 x 48 feet. It will cost \$20,000 and will be built by the engineers of the Cudahy Company.

### IN BUYING A MOTOR TRUCK.

"There are four all-important elements to be considered in the purchase of a motor truck," says George A. Kissel, president of the Kissel Motor Car Company. "The first is the construction and record of the truck, the second is its adaptability to the particular duty required of it, the third is the permanency and responsibility of the manufacturer and the fourth is the facilities to give thorough service after the sale.

"Upon the construction of the truck depends its record. A truck manufacturer, who offers a good product, ought to be able to give convincing references as to its performance. Its adaptability also should be determined from these references and the additional data the manufacturer can give. The responsibility of the manufacturer is easily ascertained.

"That brings us to the subject of service. Accidents may occur to trucks as well as to horse-drawn vehicles, and expert service should be as accessible in the one case as is the blacksmith or veterinary surgeon in the other. Service in the motor industry means prompt and skillful attention to the mechanical needs of the truck. It should be backed up with an organization that knows every nut and bolt in the truck and is equipped with the parts to insure immediate replacement."

### PROPOSALS.

**PROPOSALS FOR REFRIGERATED FRESH MEATS.**—Sealed proposals will be received at the office of the Commissary Purchasing Agent, Panama Rail Road Company, 24 State Street, New York, until 3 p. m. September 27th, 1912, for furnishing refrigerated fresh meats in accordance with terms and conditions contained in Circular P-338. Blanks and full information may be obtained upon application to this office. Wendell L. Simpson, Lieut. Colonel, U. S. A., Retired, Commissary Purchasing Agent, Panama Rail Road Company, 24 State Street, New York

**OFFICE PURCHASING COMMISSARY, U. S. ARMY, 39 Whitehall St., New York City, September 10, 1912.**—Sealed proposals in triplicate for furnishing and delivering 269,472 No. 3 cans of tomatoes will be received at this office until 10 o'clock a. m. September 25, 1912. Information furnished on application. Envelopes containing bids should be marked "Proposals for Subsistence Stores opened September 25, 1912," and addressed to Col. A. L. Smith, Q. M. Corps, U. S. Army.

## PACKERS' CONVENTION

At the HOTEL SHERMAN

## CHICAGO

Oct. 14, 15 and 16

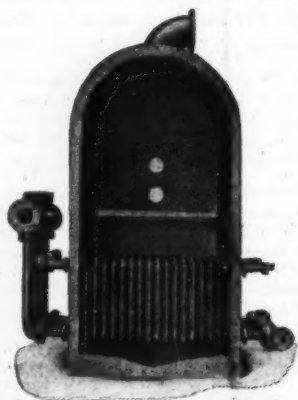
Watch the columns of The National Provisioner each week for news of the big event, and don't forget to engage your accommodations at once!

F. J. Sullivan has been selected by the stockholders of the Sullivan Packing Company, Detroit, Mich., to succeed his father, deceased, as president, treasurer and general manager.

The Terminal Oil Mill Company has purchased the cottonseed oil mill at New Orleans, La., which was operated by the Standard Guano and Chemical Manufacturing Company.

At an extraordinary general meeting of the Liebig's Extract of Meat Company, Ltd., to be held at London, England, a resolution was presented proposing an increase of capi-

## Save Your Tank Water



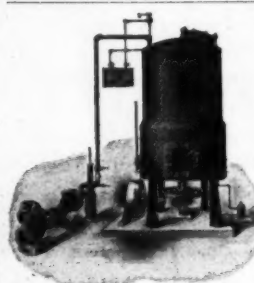
## The Ideal Tank Water Evaporator

Built entirely of cast iron. All steam inlet and outlet connections are on the outside and accessible at all times. The most economical evaporator in the world. Guaranteed for a period of FIVE YEARS WITHOUT THE SPENDING OF ONE CENT FOR REPAIRS.

Write for particulars and we will give you reasons why the Ideal all cast iron evaporator is the best and most durable in the world.

**THE ALLBRIGHT-NELL CO.**  
CHICAGO, ILL., U. S. A.

## A GREAT IMPROVEMENT Liesinger System of Rendering



Raw Material  
Rendered and  
Dried in One  
Machine.

Economical in  
Operation.

Absolutely  
Sanitary.

Superior  
Construction.

Patented 1912.

Catalog yours for the asking

**The Liesinger-Lembke Company**  
BUFFALO, N. Y.

**P**ACKERS who buy our SPECIAL HAM PAPER for smoked meat wrapping and Lard Liners, get the GREATEST VALUE the market offers.

WRITE US FOR PLAIN OR PRINTED SAMPLES

**Hartford City Paper Company**

**Hartford City, Indiana**

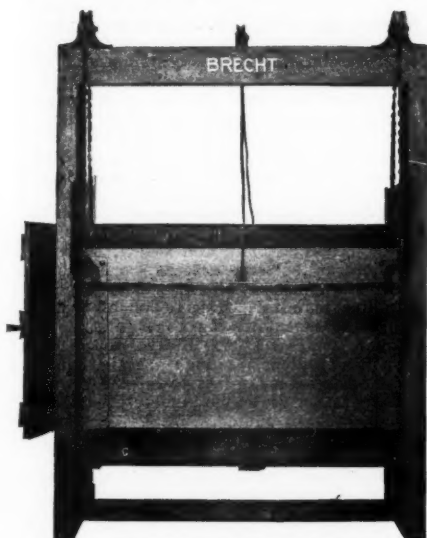


## FOR PURCHASING DEPARTMENTS

### BRECHT'S ABATTOIR EQUIPMENT.

Readers of The National Provisioner will be interested in a description of Brecht's automatic knock-down pen. These pens are rapidly being installed in slaughter houses throughout the country, and wherever used are said to be giving the utmost satisfaction.

The apparatus is operated entirely without power, and can be set up in any room that has a 12-foot ceiling. Thoroughly seasoned oak, heavily ironed, is used in its construction. Its action is automatic, and there is nothing to get out of order.



CLOSED READY TO RECEIVE THE CATTLE.

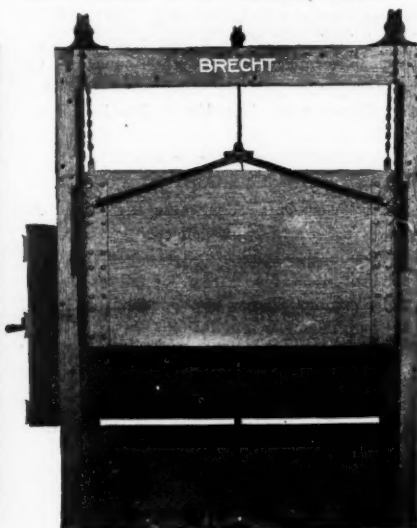
The animal is admitted to the pen, and after being knocked the operator pulls the trigger rope, which puts the pen in operation. The animal's weight, as it drops to the floor, raises the gate, and the floor tilts to an incline, discharging the animal on to the dressing bed. The gate closes down by its own weight, and drops the pen floor back into its original position, ready for the next animal. It is constructed to be used either from the right or left. Height, 11 feet 9 inches; width, 4 feet; length, 8 feet 6 inches over all.

Buyers interested in modern equipment for slaughterhouses, abattoirs, packinghouses, etc., may communicate with the main offices

of the Brecht Company at St. Louis, or with any of their branches, in New York, Denver, San Francisco, Hamburg and Buenos Aires.

### LARGEST MEAT CUTTER IN WORLD.

What is known as the largest meat cutter in the world, having a capacity of 25,000 pounds per day, and having a 20 h. p. motor, has just been installed by the Brookside Sausage Company, of Cleveland, O. A letter just received by John E. Smith's Sons Company, of Buffalo, N. Y., patentees and manufacturers of this machine, states:



MANNER OF DISCHARGING CATTLE ON TO DRESSING BED.

"We have just installed one of your latest type Buffalo Ball Bearing Sanitary Silent Meat Cutters, direct connected to motor. It is without doubt the most sanitary cutter on the market, and is the most desirable machine for turning out a high-grade sausage. The machine is giving the very best satisfaction, and we recommend it to all sausage makers."

The quality of the machines made by this firm are well known the world over, by all the large and prominent packers and butchers, and by those who believe in buying high-grade equipment. The best is always cheapest in the end, in their estima-

tion. Sausagemakers in general will find it to their interest to get a catalogue of the latest sanitary ball bearing cutter, that makes such a fine quality of sausage.

### "BOSS" SAFETY AIR STUFFERS.

Stuffers operated by air pressure are coming more and more in general use. They are cool, fast and economical. The Cincinnati Butchers' Supply Company, manufacturers of the "Boss" pneumatic stuffers, are now equipping them with their new "patent plunger." This is said to be the simplest but most effective device for the purpose on the market. Under air pressure this plunger automatically expands and, when pressure is relieved, contracts for quick return to reload stuffer.

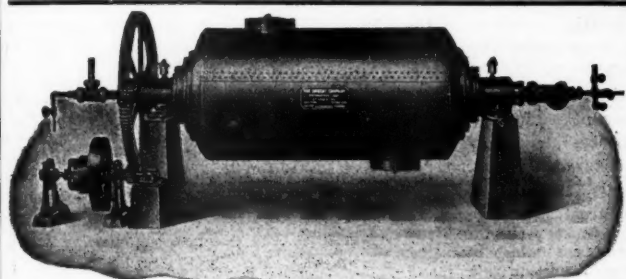
The new safety device, another novel feature (patent applied for) makes the operation of the "Boss" air stuffers perfectly safe. It shuts off the air supply and releases the pressure under the piston, so it cannot leave the cylinder except when wanted. The force of the air leaving the cylinder under full pressure keeps it clean, which makes the "Boss" stuffers perfectly sanitary.

The Cincinnati Butchers' Supply Company report many sales of this "Boss" pneumatic stuffer. Wm. Zoller Company, Pittsburgh, Pa., have recently installed two 200-lb. "Boss" pneumatic stuffers. Others using them in Pittsburgh are Fried & Reinemann, Lohrey Packing Company, Dunlevy & Co. and the John Seiler Company.

### WHY YOU SHOULD KEEP A FILE.

In connection with the practical trade information published every week on page 18, The National Provisioner is frequently in receipt of letters from subscribers who recall having seen something interesting or important in a previous issue of this publication, but they have mislaid the copy and want the information repeated. The National Provisioner offers the suggestion that if every interested subscriber would keep a file of The National Provisioner he would be able to look up a reference at once on any matter which might come up, and thus avoid delay. A carefully-arranged index of the important items appearing in our columns is published every six months, and with this and a binder which The National Provisioner will furnish, the back numbers of the papers may be neatly kept and quickly referred to for information. The binder is finished in red and black leather, with gold lettering, and sells for \$1.25. It may be had upon application to The National Provisioner, 116 Nassau street, New York.

NO AGITATING ARMS. NO WEAR ON THE INNER SHELL



The Brecht Rotary Vacuum Dryer.

EQUIPPED WITH SPECIAL STICK FEED  
ABSOLUTELY ODORLESS

## THE BRECHT ROTARY VACUUM DRYER

FOR BLOOD, TANKAGE AND BONES

HAS NO EQUAL FOR ECONOMY IN OPERATING AND MAINTENANCE.  
PRODUCES DRY TANKAGE AT ONE-HALF THE COST OF ANY OTHER STEAM DRYER MANUFACTURED.

Send for our NEW CATALOG on

TANKHOUSE, BY-PRODUCTS  
and FERTILIZER MACHINERY

Manufactured by

THE BRECHT COMPANY

Main Offices and Factories ST. LOUIS, MO., 12th and Cass Ave.  
Established 1853.  
NEW YORK, 174-176 Pearl St. DENVER, 14th and Waseo Sts.  
SAN FRANCISCO, 143-145 Main St.  
HAMBURG BUENOS AYRES

# ICE AND REFRIGERATION

## NEW CORPORATIONS.

New Brunswick, N. J.—The McCracken Dairy Company has been incorporated with a capital stock of \$27,000 by J. McCracken and others.

Camden, S. C.—The Camden Ice and Fuel Company has been incorporated with a capital stock of \$15,000 by W. H. Dawes, J. T. Burrell and others.

Evansville, Ind.—The Schmadel Packing and Ice Company has been incorporated with a capital stock of \$70,000 by F. Schmadel, K. Anger and others.

Ravenna, O.—The Hudson Creamery Company has been incorporated with a capital stock of \$50,000 by S. R. Russell, J. G. Gates, E. J. Boyd and others.

Marlinton, W. Va.—The Marlinton Cold Storage Company has been incorporated with a capital stock of \$20,000 by W. J. Meager, W. C. Householder and others.

Sweetwater, Tex.—D. G. Fisher, W. H. Painter and others have incorporated the Sweetwater Ice and Cold Storage Company with a capital stock of \$125,000.

Columbia, S. C.—The Carolina Public Service Company has been incorporated with a capital stock of \$2,000,000. The company will be a strong operating organization and will immediately enter the ice field in South Carolina, erecting plants in the leading cities of the State. Negotiations are also under way to acquire a number of high grade properties already operating.

## ICE NOTES.

Ashland, Ind.—The Ashland Creamery Company has filed a notice of dissolution.

Palatka, Fla.—The Palatka-Hastings Cold Storage Company will erect a branch plant here.

Wilmore, Ky.—The recently burned plants of the Wilmore Light and Ice Company will be rebuilt.

Tampa, Fla.—A cold storage plant, 105 x

212 feet will be erected by Crenshaw Brothers & Saffold.

Macon, Miss.—J. W. Haddon and others are interested in the establishment of a creamery plant here.

Louisville, Ky.—The Independent Ice Company will build a cold storage warehouse at 20th and Howard streets.

Catawba, Va.—The State Board of Health has awarded contract to install a cold storage plant in its sanatorium.

Hiawatha, Kan.—The plant of the Kessler Product and Cold Storage Company has been damaged by fire with a loss of \$15,000.

Chattanooga, Tenn.—The Chattanooga Warehouse and Cold Storage Company has leased 1114-1120 Market street, and will occupy these quarters until their new and up-to-date plant, to be erected on King street and Western & Atlantic Railroad, is completed.

## REDUCING THE COST OF POWER.

In answer to a constantly increasing demand for information concerning the internal combustion engine and the gas producer, the United States Bureau of Mines has issued Technical Paper No. 9, "The Status of the Gas Producer and of the Internal-Combustion Engine in the Utilization of Fuels." Robert H. Fernald, the consulting engineer of the bureau on gas producer practice, who is the author of the paper, has the following to say in the introduction:

Investigations into the possibility of generating producer gas for power purposes in a commercial way from the various mineral fuels of the country have been carried on for some time by the United States Government. These investigations have been associated with steaming, briquetting, coking and other tests, all of which supplemented an examination into the nature, extent and distribution of the fuels used. The tests have been made with carefully selected representative samples and carload lots of coal, lignite, etc., procured especially for the purpose by experienced collectors.

In New England, for example, marked economies can be gained by a general use of the gas producer, and, moreover, these economies would be sufficient to overcome the handicap placed on industries there by the transportation charges on coal. The development of power in the New England States through the efficient method suggested by these investigations would mean a yearly saving of many millions of dollars.

Many States of the West that have no good coal are also greatly benefited by the investigations, which have shown the adaptability of the gas producer for the utilization of low-grade coal, lignite, peat, etc. As mined, these fuels cannot be used in boiler furnaces and will not bear long transportation, but the gas producer makes them of potential value.

Thus the gas producer is an agency of conservation. It helps to keep the low-grade coals from being permanently lost by being left in the mines in such condition as to make their future recovery impossible. In States in which deposits of low-grade coal, lignite and peat are found, the present cost of power, as developed in steam plants with coal that has been shipped a considerable distance, can

be materially reduced by placing producer plants at the mines or bogs, so as to utilize these low-grade fuels without cost of shipment by generating electric current which can be easily transmitted to desired points within a wide radius.

The tests in the gas producer have shown that many fuels of so low grade as to be practically valueless for steaming purposes, such as slack coal, bone coal and lignite, may be economically converted into producer gas, and may thus generate sufficient power to render them of high commercial value.

It is estimated that on an average each coal tested in the producer-gas plant developed two and one-half times the power that it would develop in the ordinary steam boiler plant.

It was found that the low-grade lignite of North Dakota developed as much power when converted into producer gas as did the best West Virginia bituminous coals burned under the steam boiler.

Investigations into the waste of coal in mining have shown that it probably aggregates 250,000,000 to 300,000,000 tons yearly, of which at least one-half might be saved. It has been demonstrated that the low-grade coals, high in sulphur and ash, now left underground, can be used economically in the gas producer for the ultimate production of power, heat and light, and should, therefore, be mined at the same time as the high-grade coal.

In line with this conservation of fuel resources it is interesting to note that one estimate states that the United States Steel Corporation alone, through installations of blast furnace gas engines to displace the old equipment, saves approximately 1,000,000 tons of coal per annum.

The investigations also show that the general use of gas producers for the development of power means the elimination practically of the smoke nuisance. This result is especially important in cities that are compelled to use bituminous coals.

The great saving in fuel obtained through the gas producer has led to the installation within the last decade of several hundred of these power plants throughout the United States. These producer plants are practically smokeless during operation.

As a smoke preventer, the gas producer is one of the most efficient devices on the market, and, furthermore, it reduces the fuel consumption not 10 or 15 per cent., as claimed for the ordinary smoke-preventing device offered for use in steam plants, but 50 to 60 per cent.

The establishment of producer-gas plants at the mines, and the distribution of electric energy or gas over large areas, will also tend to eliminate smoke. When a large percentage of the small, isolated power and heating plants and all steam locomotives have been removed from the larger cities, the atmosphere of these cities will be much clearer and heavy financial losses directly traceable to smoke will be eliminated.

Manufacturers and others who use coal in considerable quantity will be interested in Bulletin 41, of the United States Bureau of Mines, on the subject, "Government Coal Purchases Under Specifications." This bulletin, which has just come from the public printer, was prepared by George S. Pope, engineer in charge of fuel inspection for the government, and contains a chapter on the fuel inspection laboratory of the bureau by Joseph D. Davis, chemist in charge. The bulletin is the fourth of a series showing the results of the purchase of coal by the government. Mr. Pope, in his introductory, says:

The purchase of coal on the dealer's statement as to quality or on the reputation of the mine or district producing the coal is gradually being discontinued. At present

**ICE  
ELEVATORS AND CONVEYORS  
FOR HOUSING ICE**

Only way to Harvest Crop  
Economical Efficient

No Idle Men  
Let us submit estimate

Our  
1913  
Catalog  
Now ready  
Send for  
Copy



Best Quality  
**ICE  
TOOLS**

**Gifford Wood Co.**

HUDSON, N. Y.      BOSTON, MASS.      CHICAGO, ILL.



## PURITY IS ESSENTIAL IN AMMONIA

For nothing will reduce the profits of your plant so surely as Ammonia laden with organic impurities.

## BOWER BRAND ANHYDROUS AMMONIA

is made from pure Aqua Ammonia of our own production, thoroughly refined and purified. **Send for Free Book**

### B. B. AMMONIA may be obtained from the following

ATLANTA, Manufacturers' Warehouse Co.  
BALTIMORE, Joseph S. Wernig Transfer Co.  
BIRMINGHAM, Rounds Transfer & Warehouse Co.  
BOSTON, 120 Milk St., Chas. P. Duffee.  
BUFFALO, Keystone Transfer Co.  
CHICAGO, F. C. Schapper, Wakem & McLaughlin  
CINCINNATI, Pan Handle Storage Warehouse, The Burger Bros. Co.  
CLEVELAND, General Cartage & Storage Co., Henry Bollinger.  
DETROIT, Riverside Storage & Cartage Co., Ltd., Newman Bros., Inc.  
DENVER, Denver Transit & Warehouse Co.  
DALLAS, Oriental Oil Co.  
EL PASO, El Paso Storage Warehouse Co.  
FORT WORTH, Western Warehouse Co.  
HOUSTON, Texas Warehouse Co.  
INDIANAPOLIS, Railroad Transfer Co.  
JACKSONVILLE, St. Elmo, W. Acosta.  
KANSAS CITY, Crutcher Warehouse Co.  
LIVERPOOL, Peter R. McQuile & Son.  
LOS ANGELES, United Iron Works.  
LOUISVILLE, Louisville Public Warehouse Co.

MILWAUKEE, Central Warehouse.  
MEMPHIS, Patterson Transfer Co.  
MEXICO, D. F., Ernst O. Heinsdorf.  
NEWARK, Brewers' & Bottlers' Supply Co.  
NEW ORLEANS, Iron Warehouses.  
NEW YORK, Roessler & Haselacher Chemical Co., Shipley Construction & Supply Co.  
NORFOLK, Nottingham & Wrenn Co.  
OKLAHOMA, O. K. Transfer & Storage Co.  
PHILADELPHIA, Henry Bower Chemical Mfg. Co.  
PITTSBURGH, Pennsylvania Transfer Co., Ltd., Mueller & Kusen.  
PROVIDENCE, Rhode Island Warehouse Co.  
ROCHESTER, Rochester Carting Co.  
SALT LAKE CITY, Utah Soap Co.  
ST. LOUIS, McPheeters Warehouse Co., Pilabry-Becker Eng. & Sup. Co.  
SAN ANTONIO, Oriental Oil Co.  
SAN FRANCISCO, United Iron Works.  
SAVANNAH, Benton Transfer Co.  
SPOKANE, United Iron Works.  
SEATTLE, United Iron Works.  
TOLEDO, Moreton Truck & Storage Co.  
WASHINGTON, Littlefield, Alvord & Co.

**HENRY BOWER CHEMICAL MANUFACTURING CO., 29th St. and Gray's Ferry Road, Philadelphia, Pa.**

most coal-purchasing contracts make definite provision regarding the desired heating value of a coal and the composition as shown by analysis. The heating value is usually expressed in British thermal units, and the composition specified is that shown by proximate analysis. The price to be paid for delivered coal is made to depend on whether the analyses and heating value of samples representing the delivery show the quality to be above or below the quality set forth in the contract.

Large coal consumers are beginning to appreciate more and more the importance of the cost of power as a factor in the cost of producing a finished article. The endeavor to increase the efficiency and the economical operation of a power plant calls for an intimate knowledge of the quality of the coal being used. The purchase of coal under specifications insures the purchaser getting what he pays for and the coal being of the quality guaranteed. In addition, the analyses and tests of the delivered coal furnish data whereby the power-plant results can be comprehensively studied and a continuous check maintained on the conditions of operation.

The replies to a circular letter sent to the Mayor of every city of over 100,000 population in the United States brought out the fact that about 55 per cent. of the cities replying purchase coal under specifications, many of which are similar to those used by the government. A great many industrial concerns are likewise purchasing coal under specifications. The numerous requests received by the Bureau of Mines for authentic information concerning purchases of coal under specifications, or according to its heating value, attest the growing interest in the subject.

The purchase of coal on a specification basis is an important step toward the conservation of the mineral resources of the nation, for it results in the increased use of the lower grades of coal. The poorer grades find a market by competing with the better grades, not as to the price per ton, but as to the cost of an equal number of heat units.

The purpose of this paper is to explain in general terms the methods that the government has found most satisfactory for the purchase of a large part of its coal supply, including the consideration of bids, the awarding of contracts and the analyzing of samples on which the price corrections are based.

In this report, for the information of prospective bidders on government contracts, a list of the coal contracts in force during the fiscal year ended June 30, 1911, is furnished. General averages of the analyses during the fiscal year 1908 to 1910, inclusive, are tabulated for the various sizes of anthracite and also for the several kinds of bituminous coal purchased for government use, and the results for the fiscal year ended June 30, 1910, are shown in detail by months. It is hoped that this information will be of value to both coal dealers and coal consumers.—Cold Storage and Ice Trade Journal.

### REFRIGERATION INVENTOR IN NEED.

Charles Tellier, inventor of the modern refrigeration process, has been living in reduced circumstances in Paris, and the International Cold Storage Association has decided to open a public subscription in his favor. The Argentine Government has contributed \$5,000 to the subscription and the Government of Uruguay is sending \$2,000.

Mr. Tellier is now 84. He spent his whole fortune in the development of his numerous discoveries. In 1875 he had a steamer, the Frigorifique, specially fitted up for cold storage which was to have a temperature below the freezing point even under the equator. The steamer sailed from Rouen in 1876 on her first trip to the River Plate with some fresh meat that was perfectly preserved for three months, and she returned with a cargo of frozen meat from the River Plate.

His process was immediately applied to fishing boats off Morocco and along the French coast, and during the past decade or two an enormous trade based entirely on cold storage has grown up all over the world, while the man who had invented it was reduced to poverty.

### CHEMICALS AND SOAP SUPPLIES.

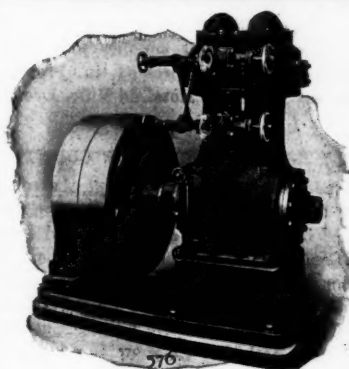
(Special Report to The National Provisioner.)

New York, September 19.—Latest market quotations on chemicals and soap supplies are as follows: 74 per cent. caustic soda, \$1.70 basis 60 per cent.; 76 per cent. caustic soda, \$1.70@1.75 basis 60 per cent.; 60 per cent. caustic soda, \$1.90 per 100 lbs.; 48 per cent. carbonate soda ash, \$1.10 per 100 lbs.; talc, 1¼@1¾c. per lb.; silex, \$15@20 per ton of 2,000 lbs.; marble flour, \$7.50 per ton of 2,000 lbs.; silicate soda, 85c. per 100 lbs., no charge for barrels; borax, 4½c. per lb.; chloride of lime in casks \$1.50 and bbls. \$2 per 100 lbs.; carbonate of potash, 4@4½c. per lb.; electrolytic caustic potash, 90@92 per cent., at ¾@5c. per lb.

Genuine Lagos palm oil in casks, 7@7¼c. per lb.; clarified palm oil in barrels, 7½c. per lb.; prime red palm oil in casks, 6¾@7c. per lb.; prime palm kernel oil in casks about 1,200 lbs., 8¾@8¾c. per lb.; green olive oil, 75c. per gal.; yellow olive oil, 85@90c. per gal.; green olive oil foots, 7¼@7½c. per lb.; peanut oil, 65@75c. per gal.; Ceylon coconut oil, 9¼@9½c. per lb.; Cochin coconut oil, 10¾@11c. per lb.; cottonseed oil, 6½@6¾c. per lb.; corn oil, 6.10@6.20c. per lb.; Soya bean oil, 6½@6¾c. per lb.

Prime city tallow, 6¾c. per lb.; oleo stearine, 13½@14c. per lb.; house grease, 6@6½c. per lb.; brown grease, 5½@5¾c. per lb.; yellow packer's grease, 6@6¼c. per lb.

SEE PAGE 48 FOR BARGAINS.



SIZES—8 to 17 Tons

## YORK ICE MACHINES

comprise all sizes and types of the ammonia compression and absorption systems of ice-making and refrigeration.

Our enclosed types are made with engine or for belt drive—single cylinder ½ to 6 tons; double cylinder 8 to 17 tons. Bulletin 42.

Our single column open types, with engine, or for belt drive—single cylinder 1¼, 3 and 6 tons; double cylinder 8, 10, 20 and 30 tons. Bulletin 26.

## York Manufacturing Co.

Largest Ice Machine Manufacturers in the World

Main Office and Works: YORK, PA.

General Western Office:  
Monadnock Bldg., Chicago

EXPORT OFFICE: 72 Trinity Place, N. Y.

Branches in all Principal Cities.

**ABATTOIR EQUIPMENT IN FRANCE.**

The municipal abattoirs that were started some time ago in Lyons, France, have made considerable progress and may be completed within two years, reports Consul Carl Bailey Hurst. An idea of the magnitude of the undertaking can be gathered from the fact that 60 buildings, large and small, will be embraced in the vast plan. In view of the future traffic, additional street car tracks are now being laid between the abattoir site and the city proper, and there are indications that an important group of buildings will arise near the slaughterhouses, laying the foundation of practically a new quarter in the southeastern part of Lyons.

The planning of the abattoirs has been the subject of minute, painstaking study, and the whole establishment, with its buildings separated after the French system, and its structural conveniences for rapid work, will presumably cause it to be for the time the last word in this line—in France, at any rate. Any offers that American manufacturers or exporters of abattoir supplies may care to make should be addressed in French to Monsieur Le Maire, Hotel de Ville, Lyons.

**COMMERCIAL BODIES OF COUNTRY.**

Trade associations throughout the country will be interested in a bulletin soon to be issued by the Bureau of Foreign and Domestic Commerce, Department of Commerce and Labor, entitled "Commercial Organizations," which gives the results of an investigation by E. A. Brand, formerly Commercial Agent and now Assistant Chief of the Bureau, of the activities of seventy commercial associations in the United States, with special reference to the development of foreign trade.

The territory covered in the investigation included cities in New England, New York, Pennsylvania and also many towns of the Middle West. In addition to their activities in the promotion of foreign trade many other phases of the work of these bodies are described, including industrial expositions, methods of developing wholesale and retail trade, municipal publicity, improvement of transportation facilities and service, expansion of industrial enterprises, campaigns for conventions, membership, etc. While these subjects are treated briefly, and not in such

detail as would be possible in a more extended publication, the bulletin should prove of value as a specific record of actual study of the purposes and methods of a number of representative commercial organizations.

**OLEOMARGARINE PIONEER IS DEAD.**

Henry C. Pirrung, vice-president and general manager of the Capital City Dairy Company, Columbus, O., died at his home in Columbus on Sunday, September 15. Mr. Pirrung had been in poor health for some time, and had given up active direction of the details of his business. He was one of



THE LATE HENRY C. PIRRUNG.

the pioneers of the oleomargarine industry in this country, and one of its most determined defenders against the assaults of the butter combination. His plant at Columbus was a model, both from the manufacturing and sanitary standpoints, and was one of the show-places of the industry. He was a believer in the merits of oleomargarine

as a worthy food product, and always fought for it from that standpoint. Before his death he had the satisfaction of seeing the near approach of the vindication of his views.

Mr. Pirrung was born August 21, 1865, and was brought up as a boy in the city of Columbus. After early experience in a bank he embarked in the butterine business and established the company which he made such a success, and of which he was vice-president and general manager until his death. He was interested in many other business enterprises in his home city. He organized a company which took over and managed every one of the leading hotels of the city. He was president of a cigar company and director in banks and other business concerns. He belonged to many clubs and civic organizations, and was actively interested in all these concerns. Five years ago he married Miss Katherine Robinson, of Mansfield, O., and he leaves besides the widow two young children. Funeral services were held on Wednesday and interment was at Mt. Calvary cemetery, Columbus.

**GREEN AND SWEET PICKLED MEATS.**

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, September 18.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8@10 lbs. ave., 13c.; 10@12 lbs. ave., 13c.; 12@14 lbs. ave., 12½c.; 14@16 lbs. ave., 12½@12¾c.; 18@20 lbs. ave., 12¾@13c. Sweet pickled, 8@10 lbs. ave., 13¼c.; 10@12 lbs. ave., 13c.; 12@14 lbs. ave., 12¾c.; 14@16 lbs. ave., 12½@12¾c.; 18@20 lbs. ave., 12¾@12¾c.

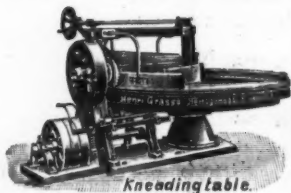
Skinned Hams—Green, 14@16 lbs. ave., 13¼@13½c.; 16@18 lbs. ave., 13¼@13½c.; 18@20 lbs. ave., 13¼@13½c.; 22@24 lbs. ave., 13c. Sweet pickled, 14@16 lbs. ave., 13¼@13½c.; 16@18 lbs. ave., 13¼@13½c.; 18@20 lbs. ave., 13¼@13½c.; 22@24 lbs. ave., 12½@12¾c.

New York Shoulders—Green, 10@12 lbs. ave., 10½c. Sweet pickled, 10@12 lbs. ave., 10¾c.

Picnic Hams—Green, 5@6 lbs. ave., 10½c.; 6@8 lbs. ave., 10¼c.; 8@10 lbs. ave., 10c. Sweet pickled, 5@6 lbs. ave., 10½c.; 6@8 lbs. ave., 10¾c.; 8@10 lbs. ave., 10¼c.; 10@12 lbs. ave., 10¾c.

Clear Bellies—Green, 6@8 lbs. ave., 15c.; 8@10 lbs. ave., 14c.; 10@12 lbs. ave., 13¼c.; 12@14 lbs. ave., 12¾c. Sweet pickled, 6@8 lbs. ave., 15¼c.; 8@10 lbs. ave., 14¾c.; 10@12 lbs. ave., 13½c.; 12@14 lbs. ave., 13c.

# BUTTERINE MACHINERY



Kneading table.

## Only Grasso's Butterine Machinery

produces a high-grade butterine and remunerative results.

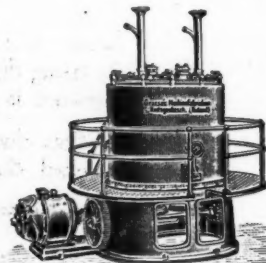
We are specialists since 1870. Nearly all butterine factories throughout the world are working with our special machines. In the U. S. they are in use at all the factories.

Prices and full information free on application

## GRASSO'S MACHINE WORKS

Established 1858

BOIS-LE-DUC. (Holland)





# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

**Prices Declined—Liquidation Continues—Support Lacking—Hog Movement Moderate—Hog Prices Easier—Cash Demand Fair—Stocks Decreasing.**

The movement of provision values has continued downward, and from the high price of the month the market has declined about  $\frac{3}{4}$ c. a pound on ribs, nearly as much on lard and over \$1 a bbl. on pork. The decline has been due evidently to further speculative liquidation and possibly the determination to distribute the stocks of product more rapidly into consumption, and get ready for the new packing season with well-swept storage plants.

The statement of stocks for the mid-month showed a decrease in contract pork of 1,600 bbls., a decrease in contract lard of 28,000 tes., a decrease in short ribs of slightly over 3,000,000 lbs. and a decrease in extra short clear sides of nearly 1,000,000 lbs. This decrease in stocks failed to bring any support into the market, notwithstanding the fact also of rather moderate movement of hogs and also of the Government report showing the large decrease in stocks for fattening and also a considerable falling off in the condition of the stock as to healthfulness.

This combination of news as to the hog supply, and news as to decreasing stocks failed almost completely to have any influence on the tendency of contract values. The decline

in the market was, therefore, considered as representing a condition outside of the question of future supplies of hogs or the spot supply of product.

The decline in contract values has carried pork off from the high level of the season about \$2 a barrel on the October, while lard has declined about 1c. a pound. This rapid decline in values, particularly since the first of the month, has evidently caught a good many stop orders. It is quite possible that the speculative trade became impressed with the maintained strength of values during the summer and bought freely, expecting the packing interests would maintain values right into the fall movement of hogs.

Rather close observers of the market for some time past have felt confident that the immense stocks of product which were accumulated in Chicago would be distributed before the fall packing season began in earnest, believing that packing interests did not care to keep up the values in face of the winter movement of hogs while the money situation which has been on the side of the holders had become more acute and the increased charges on account of the large stock naturally has brought some pressure to merchandise the supplies.

The trade is watching the hog movement very carefully and it is probable that any

material increase in the movement of hogs would have a considerable effect on prices for product. The movement is still moderate, however, but the total is not small and recently the decrease in packing compared with a year ago has been less pronounced. Prices for hogs have weakened somewhat. This may serve to check the movement a little, but not seriously.

Already there are reports coming that the country is beginning to feed new crop corn in considerable quantity and it is likely to have some influence on the disposition of the country to sell hogs. As corn generally gets to a point where it can be fed the country will be inclined to figure the feeding costs at the low price of the new corn rather than on the high price for the old corn.

The weather conditions during the week have been quite favorable for the advancement of the corn crop until Wednesday, when there were reports of a heavy frost in western Nebraska, but there were reports of frost on Thursday morning. The corn market rallied on these frost reports helped by claims that the corn crop west of the Missouri and from Nebraska and southern Texas has been hurt more than at first indicated by the droughty conditions of the late summer.

The total falling off in the movement of the hogs to market this season and the movement of cattle to market has been reflected in the advance in price of the livestock and the high prices, particularly of cattle, which have prevailed at the West. The market has shown



**You always find Nonpareil  
Cork Covering on cold pipes,  
where the service conditions  
are hardest : : : :**

¶ This photograph shows the cold air duct at the dry blast plant of the Toledo Furnace Company, Toledo, Ohio. The air is dried before it is forced into the blast furnaces, by being driven over brine coils, where its moisture is deposited in the form of frost.

¶ This duct is six feet in diameter and is covered throughout its entire length with

Nonpareil Cork Covering—two inches thick. Moreover, all brine lines, pumps and tanks are covered with the same material.

¶ It is decidedly significant that Nonpareil Cork has been the covering selected for almost every dry blast plant built. Why? Simply because, as an insulator for cold pipes and tanks, it stands without a peer.

Printed matter, samples and quotations—f.o.b. factory or applied—cheerfully furnished anyone interested.

**ARMSTRONG CORK COMPANY**

**PITTSBURGH, PA.**

**Insulation Department**

**1407 Union Bank Building**

**Also manufacturers of Nonpareil High Pressure Covering for steam lines and boilers**

a little decrease the past few days but the average last week for hogs of \$8.53 was nearly 1½c. a pound higher than last year and almost equal to the very high prices of 1910. The prices of cattle are about the highest of the season and the average last week was nearly 1½c. over last year and much higher than the average prices for corresponding weeks in previous years.

There seems to be no question of a smaller supply of hogs on hand than last year, and also a smaller supply of cattle, while the demand for food is steadily increasing, although for the coming winter the large supply and comparatively low price of vegetables will undoubtedly have considerable effect on the demand for meals. Hog packing for the week was 345,000 against 330,000 the previous week and 395,000 last year; indicated total since March 1, 13,290,000 against 14,850,000 last year.

**LARD.**—The market has declined a little with the Western future market with a moderate cash business at the decline. Exporters have been taking some lard and bids were reported fairly close to the market. City steam, \$11; Middle West, \$11.20@11.25; Western, \$11.20@11.30; refined Continent, \$11.70; South American, \$12.45; Brazil kegs, \$13.45; compound lard, 8@8¼c.

**PORK.**—Prices have shown but little change during the week and the trade has been limited. Mess is quoted at \$19.75@20; clear, \$21.25@23.50; family, \$22@23.

**BEEF.**—The market continues very bare of supplies of all kinds and prices have further advanced during the week. The offerings of beef to be cured are small and stocks in the hands of the manufacturers are limited. Quoted: Family, \$21@22; mess, \$17@18; packet, \$18@19; extra India mess, \$35.50@36.

SEE PAGE 48 FOR BARGAINS.

#### EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to Wednesday, September 18, 1912:

#### EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to foreign ports for the week ending Thursday, September 12, 1912, as shown by Williams & Terhune's report, are as follows:

Steamer and Destination.	Oil Cake. Bags.	Cottonseed Oil Bbls.	Butter Pkgs.	Bacon and Hams Boxes.	Tallow Pkgs.	Beef Pkgs.	Pork Bbls.	Lard Tcs. and Pkgs.
Celtic, Liverpool				1475		47		320 1514
Mauretania, Liverpool				693				110 897
Carmania, Liverpool	2593			178	50	50		175 725
Minnewaska, London		200					50	100 6305
Chicago City, Bristol						255		
St. Louis, Southampton				513				50 1050
California, Glasgow		250		512				160 100
Patricia, Hamburg		300		50		25	2162	5400
Ryndam, Rotterdam	4295	1200				50		800 1470
Uranium, Rotterdam	6417				10			
Lapland, Antwerp	2100			830		180	160	434 4605
Manhattan, Antwerp	13815							
Kronprinzessin Cecilie, Bremen						150		
Oscar II., Baltic		475		5		230	25	130 1375
Niagara, Havre	8800	350						150 995
Annie, Havre	1020	260						100 300
Sant Anna, Marseilles	592	50						85 100
Prinzess Irene, Mediterranean		730		700				10 960
San Giorgio, Mediterranean								
Principe di Piemonte, Mediterranean		540		25				1200
Antonio Lopez, Spanish ports				25				100
Total	39632	4355		5006	60	987	235	4786 27621

## ADLER & OBERNDORF, Inc.

UNION STOCK YARDS, CHICAGO, ILL.

BUYERS OF  
ALL GRADES

# TALLOW & GREASE

PLACE YOUR OFFERINGS BEFORE US

**BEEF.**—Antwerp, Belgium, 286 bbls.; Bremen, Germany, 40 bbls.; Christiania, Norway, 715 bbls.; Cardiff, Wales, 25 tcs.; Colon, Panama, 23 bbls.; Copenhagen, Denmark, 25 tcs., 50 bbls.; Demerara, British Guiana, 100 bbls.; Glasgow, Scotland, 111 tcs.; Hamburg, Germany, 108 bbls.; Hamilton, W. I., 4 tcs.; Kingston, W. I., 55 bbls., 5 tcs.; Liverpool, England, 210 tcs., 25 bbls.; Mauritius, W. I., 10 tcs.; Martinique, W. I., 7 bbls.; Port of Spain, W. I., 78 bbls., 106 tcs.; Port au Prince, W. I., 43 bbls.; Rotterdam, Holland, 68 bbls., 25 tcs.; St. Johns, N. F., 225 bbls.; St. Kitts, W. I., 14 bbls.; Trinidad, W. I., 7 bbls., 10 tcs.; Trieste, Austria, 10 tcs.

**FRESH MEAT.**—Colon, Panama, 209,907 lbs.; Cristobal, Panama, 88,952 lbs.; Liverpool, England, 185,393 lbs.; London, England, 16,400 lbs.

**OLEO OIL.**—Beyrouth, —, 50 tcs.; Bergen, Norway, 70 tcs.; Constantinople, Turkey, 40 tcs.; Christiania, Norway, 540 tcs.; Copenhagen, Denmark, 800 tcs.; Drontheim, Norway, 35 tcs.; Glasgow, Scotland, 50 tcs.; Gothenburg, Sweden, 70 tcs.; Hamburg, Germany, 1,365 tcs.; Havana, Cuba, 4 tcs.; London, England, 100 tcs.; Liverpool, England, 10 tcs.; Malmo, Sweden, 650 tcs.; Rotterdam, Holland, 992 tcs.; Salonica, Turkey, 50 tcs.; Stavanger, Norway, 120 tcs.; Stockholm, Sweden, 105 tcs.; Trieste, Austria, 68 tcs.

**OLEOMARGARINE.**—Colon Panama, 1,088 lbs.; Hamilton, W. I., 1,070 lbs.; Kingston, W. I., 9,520 lbs.; Martinique, W. I., 11,200 lbs.; Macoris, S. D., 6,232 lbs.; Port of Spain, W. I., 6,515 lbs.; Puerto Plata, S. D., 2,960 lbs.; Saba, —, 2,000 lbs.; St. Kitts, W. I., 22,300 lbs.; St. Thomas, W. I., 1,250 lbs.

**TALLOW.**—Demerara, British Guiana, 2,735 lbs.; Hamburg, Germany, 83,113 lbs.; Havana, Cuba, 9,800 lbs.; London, England, 70,350 lbs.; Puerto Plata, S. D., 42,033 lbs.; Port of Spain, W. I., 1,438 lbs.; Riga, Russia, 26,049 lbs.

**TONGUE.**—Antwerp, Belgium, 15 bbls.; Bremen, Germany, 25 bbls.; Copenhagen, Denmark, 20 bbls.; London, England, 10 pa.

**CANNED MEATS.**—Algoa Bay, Africa, 429 cs.; Antwerp, Belgium, 557 cs.; Amsterdam, Holland, 500 cs.; Bombay, India, 50 cs.; Bordeaux, France, 200 cs.; Ciudad Bolivar, Venezuela, 42 pa., 127 cs.; Calcutta, India, 42 pa.; Colombo, Ceylon, 47 cs.; Colon, Panama, 1,157 cs.; Cape Town, Africa, 361 cs.; Delagoa Bay, Africa, 75 cs.; Glasgow, Scotland, 75 cs.; Havre, France, 177 cs.; Hamburg, Germany, 30 cs.; Hull, England, 358 cs.; Havana, Cuba, 21 cs.; Hamilton, W. I., 13 cs.; Kingston, W. I., 105 cs.; London, England, 276 cs.; Liverpool, England, 276 cs.; Macoris, S. D., 137 cs.; Newcastle, England, 480 cs.; Para, Brazil, 176 cs.; Puerto Cabello, Venezuela, 85 pa.; Puerto Plata, S. D., 18 cs.; Stockholm, Sweden, 50 cs.; St. Kitts, W. I., 47 cs.; Southampton, England, 80 cs.; Vera Cruz, Mexico, 112 cs.

#### EXPORTS OF PROVISIONS

Exports of hog products for the week ending Saturday, September 14, 1912, with comparative tables:

PORK, BBLs.			
To—	Week ending Sept. 14, 1912.	Week ending Sept. 12, 1911.	From Nov. 1, '11, to Sept. 14, 1912.
United Kingdom..	315	247	19,257
Continent .....	175	736	13,765
So. & Cen. Am..	239	534	15,532
West Indies ..	814	648	46,389
Br. No. Am. Col.	1,042	1,181	21,169
Other countries ..			548
Total .....	2,605	3,346	116,660

MEATS, LBS.			
United Kingdom..	3,807,900	7,277,150	291,981,512
Continent .....	838,075	1,917,625	42,272,680
So. & Cen. Am..	127,300	63,800	5,816,775
West Indies ..	187,000	169,050	14,302,275
Br. No. Am. Col.		24,000	155,525
Other countries ..	8,000	1,600	1,534,750
Total .....	5,078,275	9,453,225	356,063,517

LARD, LBS.			
United Kingdom..	2,178,215	4,962,300	231,924,293
Continent .....	3,849,230	6,889,920	213,494,020
So. & Cen. Am..	472,950	540,200	27,332,050
West Indies ..	494,400	422,700	42,465,507
Br. No. Am. Col.	9,370		1,091,741
Other countries ..		17,900	1,794,900
Total .....	7,004,165	12,833,020	518,102,511

RECAPITULATION OF THE WEEK'S EXPORTS.			
	Pork, bbls.	Meats, lbs.	Lard, lbs.
New York .....	1,629	2,802,350	4,053,750
Boston .....	211	638,825	322,415
Philadelphia .....		67,000	705,000
Baltimore .....		537,000	537,000
New Orleans .....	765	200,000	599,000
Galveston .....		18,000	13,000
Montreal .....		1,317,000	664,000
Mobile .....		35,000	90,000
Total week .....	2,605	5,078,275	7,004,165
Previous week ..	3,406	8,034,175	16,171,535
Two weeks ago ..	3,001	7,128,050	5,993,096
Cor. week last y'r	3,346	9,453,225	12,833,020

COMPARATIVE SUMMARY OF EXPORTS.			
	From Nov. 1, '11, to Sept. 14, '12.	Same time last year.	Increase.
Pork, lbs.	23,332,000	21,433,400	1,898,600
Meats, lbs.	356,063,517	335,174,398	20,889,119
Lard, lbs.	518,102,511	503,280,397	14,822,114

#### OCEAN FREIGHTS.

	Liverpool. Per Ton.	Glasgow. Per Ton.	Hamburg. Per 100 lbs.
Beef, per tierce .....	17/6	20/	@28c.
Oil Cake .....	16/3	20c.	@22c.
Bacon .....	17/6	20/	@28c.
Lard, tierces .....	17/6	20/	@28c.
Cheese .....	25/	25/	@50c.
Canned meats .....	17/6	20/	@28c.
Butter .....	30/	30/	@50c.
Tallow .....	17/6	20/	@28c.
Pork, per barrel .....	17/6	20/	@28c.

## E. S. GRANT

Pork and Beef Products

LARD, TALLOW AND GREASES A SPECIALTY

25 Swift Building Cincinnati, O.

When you need good Hogs write us.

## E. T. CASH & CO.

LIVE STOCK AGENTS, National Stock Yards, Ill.

All applicants for market reports will receive our personal attention. Any time we can serve you command us.



# TALLOW, STEARINE, GREASE and SOAP

## WEEKLY REVIEW

**TALLOW.**—A fractional decline in prices was indicative of continued confidence on the part of consumers or at least a more forcible stand taken against accepting other than immediate requirements. Beef prices continue to soar but close observers of the situation state that there is no immediate shortage in tallow supplies pending. On the other hand, pessimism as to the probable course of prices in the near future is not noted, due to the belief that distributors are not burdened with stocks.

During the fore part of the week a liberal business transpired but this was succeeded by a return of dullness and waiting disposition. Supplies will not increase very much before the early spring in the opinion of many but it is thought that until offerings are larger, the hand to mouth buying by consumers will continue. Of course a larger quantity of tallow available would not necessarily mean an abrupt decline in values as there has unquestionably been conservative buying for some time, so that many are just awaiting a surplus to satisfy their requirements.

The firmness in the foreign market is unabated. The last auction sale at London had a steady effect on local holders. Of 2,700 casks offered for sale, 2,103 were absorbed at prices 3d. above last week. The freight room situation is still a factor and with the high rate, this feature is undoubtedly reflected in price changes of the foreign market.

Prime City tallow was quoted at 6¼c.; specials, 7½c. and country as to quality, 6¼@6¾c.

**OLEO-STEARINE.**—The market is still quoted in buyers' favor at about 13½c. The compound lard trade is fairly active but their takings of oleo-stearine are rather light, indicating previous liberal purchases.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

**GREASE STEARINE.**—The market is quiet with prices about unchanged. Yellow, 6@6¼c., and white, 6½@6¾c.

**GREASE.**—The market is quiet and about steady. Trade is limited. Quotations: Yellow, 5½@6¼c.; bone, 5½@6¼c.; house, 5½@6¼c.; "B" and "A" white, nominal.

**OLEO OIL.**—The market shows further advance with continued light supplies. Demand is not active but it is very steady and persistent and offerings have been readily taken at advancing prices. Choice is quoted at 14¼c.; New York, medium, nom.; Rotterdam, 80 florins.

**NEATFOOT OIL.**—The trade is quiet with prices showing a fairly steady tone.

Quotations: For 20 cold test, \$1; 30 do., 88c.; 40 do., water white, 82c.; prime, 62@63c.; low grade off yellow, 60@61c.

**COCOANUT OIL.**—The situation has not changed during the week. Prices show slight further gain and the higher level has not brought any volume of supplies. Foreign markets are very firm and the demand for edible purposes is good. Quotations: Cochín, 10½@11c.; shipment, 10@10¼c.; Ceylon, 9¼@9¾c.; shipment, 9c.

**PALM OIL.**—Prices are a little higher on all grades. Demand is fair while holders are firmer in their views and asking more money. Prime red spot, 7½@6¾c.; do. to arrive, 6½@6¾c.; Lagos, spot, 7½c.; to arrive, 7¼c.; palm kernel, 8½c.; shipment, 8½@8¾c.

**CORN OIL.**—Prices show no important change. The market is steady with quiet demand. Prices are quoted at \$6.15@6.20 in car lots.

**SOYA BEAN OIL.**—The market is very steady. The demand is not urgent but is fair and prices are held with steadiness owing to limited offerings. Spot is quoted at 6½@6¾c., while shipment oil is 6½@6¾c.

### EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to Wednesday, September 18, 1912:

**BACON.**—Antwerp, Belgium, 299,661 lbs.; Aarhus, Denmark, 140,399 lbs.; Amsterdam, Holland, 15,910 lbs.; Bordeaux, France, 32,726 lbs.; Christiania, Norway, 19,031 lbs.; Colon, Panama, 13,931 lbs.; Glasgow, Scotland, 113,373 lbs.; Hamburg, Germany, 69,932 lbs.; Hull, England, 225,409 lbs.; Havana, Cuba, 33,858 lbs.; Hamilton, W. I., 963 lbs.; Helsingfors, Finland, 73,806 lbs.; Kingston, W. I., 832 lbs.; London, England, 6,100 lbs.; Liverpool, England, 1,836,033 lbs.; Matanzas, Cuba, 19,295 lbs.; Para, Brazil, 34,850 lbs.; Rotterdam, Holland, 158,383 lbs.; Santiago, Cuba, 58,656 lbs.; Sunderland, England, 33,097 lbs.; Stockton, England, 10,150 lbs.

**HAMS.**—Antwerp, Belgium, 79,095 lbs.; Bordeaux, France, 21,126 lbs.; Ciudad Bolívar, Venezuela, 5,366 lbs.; Christiania, Norway, 4,700 lbs.; Copenhagen, Denmark, 3,550 lbs.; Colon, Panama, 23,326 lbs.; Glasgow, Scotland, 201,397 lbs.; Havana, Cuba, 12,480 lbs.; Hull, England, 199,800 lbs.; Hamilton, W. I., 1,933 lbs.; Kingston, W. I., 2,599 lbs.; Liverpool, England, 942,908 lbs.; Matanzas, Cuba, 5,134 lbs.; Martinique, W. I., 2,249 lbs.; Puerto Plata, S. D., 3,930 lbs.; Port au Prince, W. I., 2,249 lbs.; Port of Spain, W. I., 4,966 lbs.; Puerto Cabello, Venezuela, 13,077 lbs.; St. Thomas, W. I., 748 lbs.; St. Kitts, W. I., 2,775 lbs.; Southampton, England, 67,805 lbs.; Santiago, Cuba, 28,584 lbs.; Stockholm, Sweden, 8,507 lbs.; Trinidad, W. I., 993 lbs.; Turks Island, W. I., 1,075 lbs.; Vera Cruz, Mexico, 4,613 lbs.

**LARD.**—Algoa Bay, Africa, 41,688 lbs.; Antwerp, Belgium, 373,094 lbs.; Amsterdam, Holland, 2,750 lbs.; Bremen, Germany, 205,200 lbs.; Buenaventura, Colombia, 11,007 lbs.; Bordeaux, France, 1,021,624 lbs.; Christiania, Norway, 154,193 lbs.; Cartagena, Colombia, 21,411 lbs.; Ciudad Bolívar, Venezuela, 113,593 lbs.; Curacao, Leeward Islands, 1,805 lbs.; Colon, Panama, 11,112 lbs.; Copenhagen, Denmark, 280,241 lbs.; Cristobal, Panama, 5,000 lbs.; Christiansand, Norway, 15,074 lbs.; Delagoa Bay, Africa, 1,240 lbs.; Drontheim, Norway, 18,500 lbs.; Demerara, British Guiana, 58,400 lbs.; Dantzig, Germany, 22,955 lbs.; Guayaquil, Ecuador, 4,275 lbs.; Glasgow, Scotland, 140,403 lbs.; Havre, France, 208,703 lbs.; Hamburg, Germany, 2,083,902 lbs.; Hull, England, 179,600 lbs.; Havana, Cuba, 19,091 lbs.; Hamilton, W. I., 2,253 lbs.; Kingston, W. I., 1,250 lbs.; Koenigsberg, Germany, 198,422 lbs.; London, England, 195,400 lbs.; Liverpool, England, 459,913 lbs.; Leith, Scotland, 48,744 lbs.; La Libertad, Salvador, 10,000 lbs.; Matanzas, Cuba, 32,700 lbs.; Malmo, Sweden, 103,599 lbs.; Martinique, W. I., 2,500 lbs.; Macoris, S. D., 33,542 lbs.; Newcastle, England, 5,600 lbs.; Para, Brazil, 15,947 lbs.; Puerto Plata, S. D., 9,970 lbs.; Port au Prince, W. I., 65,261 lbs.; Port of Spain, W. I., 68,918 lbs.; Puerto Cabello, Venezuela, 55,195 lbs.; Rotterdam, Holland, 1,195,971 lbs.; Rangoon, 30,250 lbs.; St. Kitts, W. I., 4,376 lbs.; Savanilla, Colombia, 31,669 lbs.; Santiago, Cuba, 243,179 lbs.; Stettin, Germany, 474,490 lbs.; Sunderland, England, 2,772 lbs.; Sekondi, Africa, 1,300 lbs.; Stavanger, Norway, 18,100 lbs.; Southampton, England, 57,400 lbs.; St. Johns, N. F., 6,197 lbs.; St. Thomas, W. I., 8,437 lbs.; Sierre Leone, Africa, 2,555 lbs.; Trinidad, W. I., 10,441 lbs.; Turks Island, W. I., 3,897 lbs.; Valparaiso, Chile, 12,420 lbs.; Vera Cruz, Mexico, 49,602 lbs.; Wellington, N. Z., 1,460 lbs.

**PORK.**—Antwerp, Belgium, 45 tes.; Colon, Panama, 21 bbls.; Christiania, Norway, 145 bbls.; Demerara, British Guiana, 25 bbls.; Glasgow, Scotland, 50 bbls.; Halifax, N. F., 25 bbls.; Hull, England, 25 bbls.; Hamburg, Germany, 150 bbls.; Hamilton, W. I., 8 bbls.; Kingston, W. I., 43½ bbls.; Liverpool, England, 114 tes.; Martinique, W. I., 9½ bbls.; Newcastle, England, 25 bbls.; Port of Spain, 152½ bbls., 10 tes.; Port au Prince, W. I., 204 bbls.; Rotterdam, Holland, 25 bbls.; St. Johns, N. F., 1,030 bbls.; St. Kitts, W. I., 40 bbls.; St. Thomas, W. I., 6 bbls.; Turks Island, W. I., 9 bbls.

**SAUSAGE.**—Antwerp, Belgium, 393 pa.; Bordeaux, France, 151 pa.; Ciudad Bolívar, Venezuela, 40 pa.; Colon, Panama, 68 cs., 232 pa.; Havre, France, 300 bx., 315 pa.; London, England, 50 pa.; Puerto Plata, S. D., 76 pa.; Trieste, Austria, 25 pa.

# SOYA BEAN OIL

## AND ALL SOAP MATERIALS

### WELCH, HOLME & CLARK CO.

383 West St., New York

## COTTON OIL CABLE MARKETS

## Hamburg.

(By Cable to The National Provisioner.)  
Hamburg, September 20.—Market firm.  
Quotations: Choice summer white oil, 66½ marks; butter oil, 67¼ marks; summer yellow, 61 marks.

## Rotterdam.

(By Cable to The National Provisioner.)  
Rotterdam, September 20.—Market firm.  
Quotations: Summer yellow, 34 florins; choice summer white, 38 florins, and butter oil, 38½ florins.

## Antwerp.

(By Cable to The National Provisioner.)  
Antwerp, September 20.—Market firm.  
Quotations: Summer yellow, 71 francs.

## Marseilles.

(By Cable to The National Provisioner.)  
Marseilles, September 20.—Market easy.  
Quotations: Prime summer yellow, 78 francs; prime winter yellow, 84 francs; choice summer white oil, 83½ francs.

## Liverpool.

(By Cable to The National Provisioner.)  
Liverpool, September 20.—Market firm.  
Quotations: Prime summer yellow, 29½s.; summer yellow, 29½s.

## SOUTHERN MARKETS

## Columbia.

(Special Wire to The National Provisioner.)  
Columbia, S. C., September 19.—Crude cottonseed oil, September, 37c.; October, November and December, 36c. bid. Meal, \$23.50. Hulls, \$5 per ton, f. o. b. mills.

## Atlanta.

(Special Wire to The National Provisioner.)  
Atlanta, Ga., September 19.—Crude cottonseed oil, 36c.; very light trading. Meal, \$22.50, f. o. b. average mill points. Hulls, \$6, Atlanta, loose.

## Memphis.

(Special Wire to The National Provisioner.)  
Memphis, Tenn., September 19.—Cottonseed products market dull; no spots excepting loose hulls at \$6.25@6.50. October prime crude oil nominally 38c. Prime 8 per cent meal, \$24@24.50. Hulls, \$4.50@5, loose.


## New Orleans.

(Special Wire to The National Provisioner.)  
New Orleans, La., September 19.—Prime crude cottonseed oil easier, 36½c. for immediate, 35c. for October, 34c. for November and December; offerings liberal west of the river. Prime 8 per cent meal steady at \$25, long ton, ship's side. Prime loose cake, \$25, f. o. b. interior points. Hulls lower at \$7 loose, \$7.50 sacked, New Orleans.

## PRODUCE EXCHANGE MEMBERSHIPS.

There has been significant enhancement in the value of New York Produce Exchange memberships. Prices have risen slowly but gradually, and seats are now quoted at about \$650 nominal. The amount of tickets which are being held speculatively is said to be surprisingly small, in view of the confidence of the members of the Exchange that the in-

THESE ARE THE PLANTS THAT MAKE "PROGRESS" COOKING OIL AND "GOLDEN ROD" COTTONSEED FLOUR



LOUISVILLE SALAD OIL - APPETIZING AND DELICIOUS.

IDEAL HAND CREAM  
IDEAL COTTON OIL—15 OZ.  
SPERMACE—34 OZ.  
WHITE WAX—34 OZ.  
OIL OF LAVENDER  
FLOWERS—12 DROPS  
ROSEWATER—7½ OZ.  
BLUNT TIPPED FINGERS ARE NEVER PRETTY. SO WHY NOT TRY TO MAKE THEM SHAPELY? BEGIN IT TODAY.

## EDIBLE OILS FAMOUS THE WORLD OVER

MANUFACTURED BY

## LOUISVILLE COTTON OIL CO.,

INCORPORATED.

OFFICE &amp; REFINERY

FLOYD &amp; K STREETS.

LOUISVILLE, KY. U.S.A.

CABLE ADDRESS

"COTTONOIL" LOUISVILLE.

## Wallace &amp; Dessar

Members N. Y. Produce, Coffee and Cotton Exchanges

Specialize COTTON SEED OIL

Contracts Executed on N. Y. Produce Exchange

82 BEAVER STREET

NEW YORK

## CHICAGO FERTILIZER MARKET.

(Special Letter to The National Provisioner from  
The Davidson Commission Co.)

Chicago, September 18.—Markets are still very quiet on both ground blood and tankage, and sales have been altogether in small lots for prompt and later months, as some of the packers are now beginning to show a disposition to shade prices for both prompt and future shipments, and the trading has been done on a basis of \$2.35@2.37½ and 10c. for tankage, and \$2.55 for blood, Chicago basis, for prompt, with the usual carrying charge for futures. Some of the packers are still holding firmly at \$2.40 and 10c. and \$2.60, but there seems little chance for business on this basis for some time to come, unless there is a decided change in attitude of the Southern buyers.

The demand for smaller packers' unground tankage and for low grade tankage generally has been somewhat reduced, owing to the larger buyers being well filled up with early purchases, which they are finding some difficulty in handling owing to the scarcity of cars to make shipments, and also to scarcity of labor, which latter point is causing some uneasiness among the larger manufacturers at present, and may still further delay the movement of both raw materials and commercial fertilizer from this market.

There is a better demand for bone, both raw and steam, as owing to the light slaughter of cattle the production has decreased materially, and supplies are becoming relatively scarce and prices working a little stronger all along this line. (Complete quotations will be found on page 37.)

FAT-MEN

ALL GRADES OF  
ANIMAL  
AND  
VEGETABLE  
FATS

STERNE &amp; SON CO.

JUST BROKERS  
Postal Telegraph Building  
Chicago

STEARINS

OILS

TALLOW

GREASE

FERTILIZER MATERIALS



# COTTONSEED OIL

## WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Mississippi Cottonseed Crushers' Association.

**Prices Are Irregularly Lower—Support Is Lacking—Crude Offers Not General—Consumers Take Only High Grades—Cotton Prospects Fairly Good—Sentiment Bearish.**

The feeling in New York cottonseed oil circles became intensely bearish during the week, and in partial reflection of this the price list receded moderately. The new crop deliveries again established fresh low levels, but it must be said that, considering the indisposition to view the market in a friendly light, the declines which were scored were not impressive. Irregularity continues, due partly to the unwillingness of crude mills to relinquish their holdings freely, which has necessitated frequent buying by refiners in the future market so that their sales to consumers could be hedged.

The gist of the opinions still bears resemblance to those of this period last season, and in circles where conservatism usually prevails there are confident statements that the list will decline to about the 5½c. level prior to the perfecting of a healthy foundation. Obviously, it is to the interest of many in the trade to secure a declining market at this time, or at a period when supplies are being gathered. But on the other hand, there would

surely be more divergent expressions as to the merits of the situation were they actually warranted.

A marked setback in cotton crop conditions would probably alter the pessimistic stand which many have accepted. Seemingly, however, some of the bears are not basing their contentions on an exceptionally large crop. Many assert that about 14,000,000 bales will provide sufficient oil for all requirements. The crop estimates which have come to hand thus far are not worthy of much comment and range from 13½ million bales up to 15,000,000 bales, nearly all subject to modification with the advent of the frost date. It would seem though that the prospects at present favor an outturn quite close to 14,000,000 bales, which it will be remembered would be allowing for a decrease of nearly 1¼ million bales as compared with last season. The cotton production this year may easily be substantially under that of the preceding season but where there is an inclination to hazard predictions, a stand is taken that if the outlook as of this date is maintained, the reduction under the 1911-12 crop will not amount to more than 2,000,000 bales.

Unless there is a radical change in ideas, a relatively large production of oil is being anticipated from this year's crop. Claims have been made that the holding movement of seed

will be obviated by the volition of refiners to pay more money for farmers' holdings and, while there is no assurance, refining losses are expected to be considerably under those of the unusual season just ending.

Crude mills have found it imperative to reduce asking quotations in order to distribute part of their new crop oil, but there is still a reluctance noted in selling. They probably realize that little is to be obtained in general liquidation so that conservative marketing is being practised. This, of course, is quite as natural as the desire on the part of consumers to supply themselves with cheap oil, but it can be readily discerned that there are other factors which tend to restrict a prodigious movement to sell. In this respect, the frost date looms as a constant apparition and it seems a safe assertion that if this was safely evaded crude would come out more freely. Then again the premium of the near months is indicative of lighter supplies of old oil than generally claimed or else a consuming demand in excess of the receipts of new oil to this date. The theory that supplies are not heavy but not light and that consuming inquiry is not very large, but that remaining oil supplies for immediate use are well controlled, is one that is accepted and regarded as logical.

The usual contradictory statements are to be obtained in the canvassing of the consuming trade, but there are well defined avowals that the best inquiry at this time is for the higher grades of oil. The compound lard trade is good and due to its attractiveness as compared with pure lard, frequent reactions

The  
American  
Cotton  
Oil Co.



27 BEAVER STREET,  
NEW YORK CITY

Cable Address:  
"AMCOTOIL," New York.

**Cottonseed  
Products.**

OIL, LINTERS,  
CAKE, ASHES,  
MEAL, HULLS.

**GOLD MEDALS  
AWARDED**

Chicago, 1893.  
San Francisco, 1894.  
Atlanta, 1895.  
Paris, 1900. Buffalo, 1901.  
Charleston, S. C., 1902.  
St. Louis, 1904.

# KENTUCKY REFINING COMPANY

INCORPORATED 1885



## COTTON SEED OIL

Refinery and General Office: LOUISVILLE, KY.

CABLE ADDRESS

"Refinery" Louisville, U. S. A.

in hog products during the week were virtually ignored. Cooking oils in general are selling fairly well, not only in this country but abroad. The low grades of cottonseed oil, however, have not proved an incentive as yet to interests who can readily use them when prices are magnetic. The home soap-trade still have their greases and it is averred that cotton oil prices have not declined sufficiently to warrant important buying. About the same situation exists with the foreign trade, excepting that American cottonseed oil levels are placed at a further disadvantage by the high freight rates. It is declared that some of the cheaper foreign oils are lower now than last year, although cottonseed oil for the fall months is above last season.

Closing prices, Saturday, September 14, 1912.—Spot, \$6.40; September, \$6.42@6.45; October, \$6.23@6.24; November, \$5.94@5.96; December, \$5.94@5.96; January, \$5.95@5.96; February, \$5.95@5.96; March, \$5.99@6.03; May, \$6.11@6.15. Futures closed at 4 decline to 5 advance. Sales were: September, 1,200, \$6.41@6.40; October, 2,000, \$6.24@6.23; November, 700, \$5.94; December, 1,300, \$5.95@5.93; January, 2,200, \$5.95@5.94. Total sales, 6,800 bbls. Good off, \$6.20@6.40; reddish off, \$5.20; prime crude, S. E., \$5.07; prime crude, Valley, \$4.97@5.07.

Closing prices, Monday, September 16, 1912.—Spot, \$6.30; September, \$6.36@6.39; October, \$6.15@6.16; November, \$5.90@5.92; December, \$5.88@5.90; January, \$5.90@5.91; February, \$5.93@5.95; March, \$5.95@5.97; May, \$6.05@6.08. Futures closed at 2 to 8 decline. Sales were: September, 3,600, \$6.38@6.36; October, 5,000, \$6.23@6.15; November, 500, \$5.92@5.90; December, 3,100, \$5.92@5.90; January, 500, \$5.92@5.90; March, 100, \$5.96; May, 300, \$6.10@6.08. Total sales, 12,100 bbls. Good off, \$6.40; off, \$6.40@6.20; reddish off, \$6.28; winter, \$7.12@7.75; summer, \$6.75; prime crude, S. E.,

\$4.87@5; prime crude, Valley, \$4.93@5; prime crude, Texas, \$4.87@5.07.

Closing prices, Tuesday, September 17, 1912.—Spot, \$6.15@6.30; September, \$6.16@6.18; October, \$6.08@6.09; November, \$5.89@5.90; December, \$5.89@5.90; January, \$5.89@5.90; February, \$5.90@5.95; March, \$5.94@5.96; May, \$6.06@6.08. Futures closed at 1 advance to 20 decline. Sales were: Spot, 100, \$6.19; September, 500, \$6.23@6.16; October, 3,800, \$6.14@6.09; November, 2,500, \$5.90@5.88; December, 3,100, \$5.90@5.88; January, 2,800, \$5.90@5.89; March, 500, \$5.96@5.95. Total sales, 13,300 bbls. Good off, \$6.02; off, \$5.60@6.20; reddish off, \$5.40@6.20; winter, \$7.10@7.50; summer, \$6.80; prime crude, S. E., \$4.67@4.74.

Closing prices, Wednesday, September 18, 1912.—Spot, \$6.20; September, \$6.35@6.40; October, \$6.18@6.20; November, \$5.96@5.99; December, \$5.96@5.97; January, \$5.95@5.96; February, \$5.95@6.02; March, \$5.98@6.01; May, \$6.10@6.15. Futures closed at 4 to 19 advance. Sales were: September, 1,900, \$6.45@6.20; October, 6,400, \$6.21@6.10; November, 3,000, \$6.05@5.97; December, 9,000, \$6.05@5.93; January, 400, \$5.98@5.94; March, 400, \$6.05@5.99; May, 1,100, \$6.18@6.12. Total sales, 22,200 bbls. Good off, \$5.90@6.40; off, \$5.60@6.40; reddish off, \$5.40@6.40; winter, \$7.15@7.99; summer, \$6.80; prime crude, S. E., \$4.74; prime crude, Valley, \$4.74; prime crude, Texas, \$4.74.

Closing prices, Thursday, September 19, 1912.—Spot, \$6.30@6.50; September, \$6.32@6.35; October, \$6.09@6.11; November, \$5.90@5.92; December, \$5.90@5.91; January, \$5.90@5.94; March, \$5.95@5.96; May, \$6.05@6.10. Futures closed. Sales were: September, 700, \$6.40@6.35; October, 3,200, \$6.16@6.10; November, 1,400, \$5.94@5.90; December, 2,000, \$5.92@5.90; January, 800, \$5.94@5.90; March, 700, \$5.98@5.90. Total sales, 8,700 bbls. Good

off, \$5.75@6.35; off, \$5.50@6.35; reddish off, \$5.25@6.35; summer, \$6.40@7.50; prime crude, S. E., \$4.74@4.80; prime crude, Valley, \$4.74@4.80; prime crude, Texas, \$4.74@4.80.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

### COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported for the week up to September 19, 1912, and for the period since September 1, 1912, were as follows:

#### From New York.

	For week.	Since Sept. 1, 1912.
Aux Cayes, Haiti	6	6
Bahia Blanca, A. R.	9	9
Barbados, W. I.	120	270
Buenos Aires, Argentine	594	694
Cape Town, Africa	—	61
Ciudad Bolivar, Venezuela	—	2
Colon, Panama	21	84
Copenhagen, Denmark	470	770
Demerara, Br. Guiana	77	102
Genoa, Italy	540	1,070
Glasgow, Scotland	100	350
Hamburg, Germany	—	600
Havana, Cuba	10	76
Haarlem, France	250	560
Hong Kong, China	2	2
Kingston, W. I.	61	133
London, England	749	949
Macoris, S. D.	—	156
Marseilles, France	600	900
Martinique, W. I.	148	148
Naples, Italy	—	200
Piraeus, Greece	1,094	2,229
Port au Prince, W. I.	—	2
Port Limon, C. R.	34	34
Progreso, Mexico	18	18
Pt. Antonio, Cuba	13	3
Puerto Mexico	9	9
Rotterdam, Holland	100	1,300
Sanjago, Cuba	50	144
Santos, Brazil	—	25
Trieste, Austria	2,419	3,204
Trinidad, Island of	—	6
Turkey Island, W. I.	42	42
Valparaiso, Chile	210	210
Venice, Italy	680	830
Total	8,422	15,504

## TALLOW

We solicit the export and New York City Agency for reliable and even running makes of Greases and Tallow. Effective and reliable service . . .

### ELBERT & COMPANY

Produce Exchange Building, New York

### The Procter & Gamble Co.

Refiners of All Grades of

## COTTONSEED OIL

Jersey Butter Oil  
Boreas, Prime Winter Yellow  
Venus, Prime Summer White

Marigold Cooking Oil  
White Clover Cooking Oil  
Puritan Salad Oil

Offices: Cincinnati, Ohio

Refineries: IVORYDALE, O.  
PORT IVORY, N. Y.  
KANSAS CITY, KAN.  
MACON, GA.

Cable Address: Procter, Cincinnati, U. S. A.



**ASPEGREN & CO.**

Produce Exchange Building

NEW YORK CITY

**EXPORTERS****BROKERS**ORDERS SOLICITED  
TO  
BUY OR SELL**COTTON SEED OIL**  
**SPOT AND FUTURE DELIVERY**ON THE NEW YORK  
PRODUCE  
EXCHANGE FOR

WE ISSUE THE ONLY DAILY PRINTED MARKET LETTER ON COTTON SEED OIL IN THIS COUNTRY. SENT FREE OF CHARGE TO OUR REGULAR CUSTOMERS

WE ARE SELLING AGENTS FOR

THE PORTSMOUTH COTTON OIL REFG. CORP. OF PORTSMOUTH, VA. — AND — THE GULF &amp; VALLEY C. O. COMPANY, LTD., OF NEW ORLEANS, LA.

WILL BE PLEASED TO QUOTE PRICES ON ALL GRADES OF REFINED COTTON SEED IN BARRELS OR LOOSE IN BUYERS OR SELLERS TANK CARS, F.O.B. REFINERY  
OR DELIVERED ANYWHERE IN THIS COUNTRY OR EUROPE.

## From New Orleans.

Buenos Aires, A. R. ....	—	425
Havre, France .....	300	300
Progreso, Mexico .....	—	100
Total .....	300	825

## From All Other Ports.

Mexico (including overland).....	—	530
Total .....	—	530

## Recapitulation.

From New York .....	8,422	15,504
From New Orleans .....	300	825
From all other ports .....	—	530
Total .....	8,722	16,859

Exports of cottonseed oil from New York for the old crop season up to August 31, in addition to those already published, are reported as follows:

## From New York.

Algoa Bay, Africa .....	Bbls.	8
Bergen, Norway .....	225	8
Bourgas .....	13	13
Buenos Aires, A. R. ....	95	95
Cape Town, Africa .....	54	54
Christiania, Norway .....	470	470
Colon, Panama .....	11	11
Constantinople, Turkey .....	1,003	1,003
Delagoa Bay, Africa .....	6	6
Demerara, Br. Guiana .....	22	22
Dublin, Ireland .....	119	119
Gothenburg, Sweden .....	347	347
Hamburg, Germany .....	180	180
Kavalla, Turkey .....	42	42
Kingston, W. I. ....	48	48
London, England .....	96	96
Macoris, S. D. ....	178	178
Martinique, W. I. ....	148	148
Piræus, Greece .....	15	15
Port au Prince, W. I. ....	6	6
Port of Spain, W. I. ....	5	5
Port Said, Egypt .....	19	19
Rio Janeiro, Brazil .....	19	19
St. Kitts, W. I. ....	15	15
Salonica, Turkey .....	217	217
Santiago, Cuba .....	94	94
Stockholm, Sweden .....	35	35
Trieste, Austria .....	383	383
Trinidad, W. I. ....	43	43
Varna, Bulgaria .....	13	13
Venice, Italy .....	882	882
Total .....	4,872	4,872
Total for season .....	472,256	472,256

**TO INCREASE YIELD OF COTTON.**

The special committee of the Inter-State Cotton Seed Crushers' Association, now in the third year of its campaign to disseminate information which will result in the increased yield of cotton per acre, and so increase seed supplies, has lately issued two bulletins giving valuable information to planters and ginner.

Bulletin No. 11 covers the "Selection of Cotton Seed for Southern Farms," and was prepared specially for the committee by Bradford R. Knapp, special agent of the Bu-

reau of Plant Industry, Washington. It covers the reasons for seed selection, types of seed, reasons for buying high-grade seed, results of careless handling, how cotton seed may be improved by selection, choosing the variety and selecting the seed, a suggested method of ginning in order to prevent mixing of seed, sorting seed for planting and hints as to special ginning days.

Bulletin No. 12 refers to special ginning for seed cotton, and is as follows:

The committee feels this is such an important matter, it emphasizes the following points:

The planter should, when possible, store his selected cotton in some dry place, and allow it to remain five or six weeks before ginning.

The best method for the ginner to pursue to help the farmer in getting good planting seed, is to have a special gin, upon which nothing but planting seed is ginned.

Where the gin cannot operate a special gin stand, the gin owner should run all of the cotton out of the feeders, clean the rolls and brush up all the loose seed before starting to gin the selected cotton.

If the gins would advertise a certain day in each week when the ginning would be exclusively of cotton from which it is desired to save seed, it would assist very much.

If it is not feasible to have a day each week for ginning cotton for seed for planting purposes, the gin could at least advertise (put up a sign) after they have made a clean-up of their gin, so that the farmer may know that it is a good time to have his cotton ginned for his planting seed.

The gin owner has a selfish interest in seeing the yield of cotton per acre increased, and can be a big factor in accomplishing it, by giving back to the farmer and planter better seed for planting.

The committee asks that every mill manager urge the importance of special ginning days, or special ginning of cotton for seed, upon all the gins with whom he does business or comes in contact.

J. M. MACDONALD, Chairman.  
H. F. H. EBERTS.  
H. J. PARRISH.

**COTTONSEED PRODUCTS IN GERMANY.**

Germany continues to be a heavy importer of American cotton meal, and, indeed, of every class of oil cake and meal from every producing center, reports Consul General Robert P. Skinner, of Hamburg. In addition to the immense volume of German cake, a volume which tends to increase annually with the development of the crushing industry in and about Hamburg, there were imported into Germany 755,465 tons of this material in 1911 as against 713,932 tons in 1910. The share of the United States in these totals was 207,997 tons in 1911 and 196,749 tons in 1910.

The market for cake and meal during the last year has been rather weak, but importations from the United States have realized high prices nevertheless. Quotations on June 20 were as follows per ton of 2,240 pounds, c. i. f.: Prime decorticated Texas cottonseed cake, \$35.70; prime Texas cottonseed meal, 55 per cent. protein and fat, \$37.37 to \$37.60; prime decorticated cottonseed meal from New Orleans, the Mississippi valley, Savannah, etc., 49 per cent. protein and fat, \$33.32 to \$33.80.

It will be observed that Texas products command the highest price in this market. American exporters make binding open tenders by cable to their Hamburg agents, who thereupon place the offer with local or inland dealers, whose acceptance results in a contract which is one between the American exporter and the actual purchaser, the Hamburg agent acting as an intermediary.

Oil cake and meal, which are imported free of duty, are sold in this market subject to the conditions of the Union of Stock-Feed Dealers, whose forms of contract underwent some slight change in March, 1910. The important requirement of the contract deals with delivered weights, this matter being

**TRIBBLE & CO., Inc.**

Brokers in

**COTTONSEED PRODUCTS and  
FERTILIZER MATERIALS.**  
AUGUSTA, GEORGIA

**SCIENTIFIC  
OIL MILL  
MACHINERY**

SEND FOR CATALOGUE

**THE BAUER BROS. CO.** FORMERLY  
ESTABLISHED 1878  
THE FOOD MFG. CO.  
SPRINGFIELD, OHIO, U.S.A.

covered differently in contracts 3 and 4. The text of these paragraphs are as follows:

Contract 3.—Reduction of weight: 2,240 pounds English equal 1,016 kilos.

The seller must inform the purchaser immediately after receipt of the "record (proof) of weight" of a possible short weight, so far as the same exceeds 1 per cent. of the weight stated in the invoice or the bill of lading; in return the purchaser must refund a possible excess in weight to the seller immediately after the ascertainment of the weight so far as the same surpasses 1 per cent. of the weight of the invoice or bill of lading, respectively.

If the purchaser should renounce the reimbursement of a possible short weight, the seller can claim the privilege of a reweighing only should he consent to pay the expenses thereof.

If short weight or excess weight is caused by a sea accident, or a similar occurrence, the invoice or bill of lading weight, respectively, is finally valid.

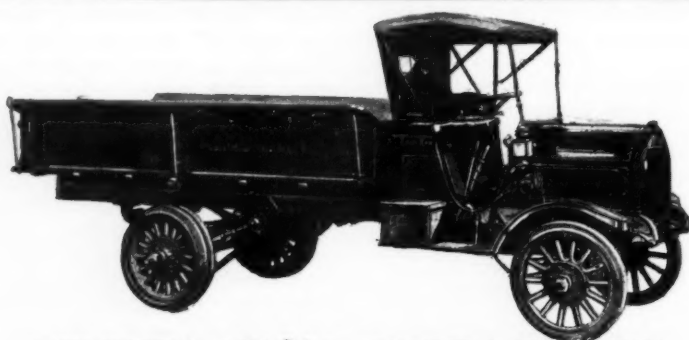
Contract 4.—Weight reduction: 2,240 pounds English equal 1,016 kilos. The seller must inform the purchaser immediately after receipt of the record of weight of any possible short weight, as compared with the weight stated on the invoice bill or bill of lading. In return, the purchaser must refund a possible excess in weight immediately after the ascertainment of the actual weight. If short weight or excess weight are caused by a sea accident or a similar occurrence, the weight stated in the invoice or in the bill of lading is considered finally valid.

American cotton oil and cotton stearine rose in value in the month of April. The best American choice butter oil in the be-

ginning of the year was worth in Hamburg \$14.28 per 220.46 pounds. Since that time it has risen to \$17.85, at which point it is for the moment stationary. The same relative changes have taken place in American off oils. Yellow cottonseed off oil is worth \$14.99 c. i. f. European ports, including barrels, this being a rise of about \$2.38 since January.

The requirements of Germany under the head of oil are limited, as this is not an oil-consuming country to any great extent. There is also a large domestic cotton oil industry. Hamburg importers dispose of American cotton oil for the manufacture of butter substitute and soap. Cotton oil in a natural state is subject to a duty of \$2.975 per 220.46 pounds. Stearine and oil in a denatured state are dutiable at the rate of \$1.19. Importations of oil and stearine during the last two years have been as follows in metric tons:

	1910.	1911.
Total imports of cotton oil in natural state.....	4,715.2	3,229.3
Total imports of denatured oil .....	13,438.3	18,179.2
Whereof (both classes combined) from the United States .....	8,520.6	12,600.4
Total imports of cotton stearin .....	348.5	207.4
Whereof from the United States .....	336.0	110.0



## DELIVERS 150,000 POUNDS WEEKLY

Handling 150,000 pounds weekly at an average cost of 2 cents per cwt. is the experience of the Plankinton Packing Company of Milwaukee, Wis., with a three-ton KisselKar Truck.

"This is much cheaper than we can do the same work with horses. Since putting the truck in operation we have not had a single moment's trouble with it," says Superintendent H. D. Barrett.

Note these striking KisselKar merits:

Simple engine—easy to operate—reserve power—excess capacity—differential lock preventing one drive wheel absorbing all the power on slippery places, and stalling the truck—four speed transmission geared up—fourth speed permitting high speed without racing engine: 15% to 20% lower fuel consumption than average trucks—light spring suspension for power plant—heavy spring suspension for load—gauge that weighs load—greatest accessibility—easy control—larger brake drums, and extra powerful brakes—special bodies designed to meet every need.

# KISSELKAR TRUCKS

1500 lbs.-1-2-3-4 and 5 tons

At the disposal of KisselKar owners is the unrivaled KisselKar Service, consisting of completely equipped service buildings at leading centers, where the mechanical end of motor trucks is taken off your hands. Ask us to analyze your present horse haulage as compared to motor haulage. The result will be interesting. Send for free book showing KisselKar Trucks in actual use in yours and many other lines of business.

Kissel Motor Car Co., 550 Kissel Ave., Hartford, Wis.  
BRANCHES: New York, St. Louis, Minneapolis, Chicago, Milwaukee, Los Angeles, Dallas, Boston, St. Paul, Kansas City

**KisselKar Service Stations**  
and Agencies at over 200 leading  
points throughout United States

### Cottonseed Products Associations.

#### INTER STATE COTTON SEED CRUSHERS' ASSOCIATION.

President, Cyrus W. Ashcraft, Florence, Ala.  
Vice-President, M. E. Singleton, E. St. Louis, Ill.  
Secretary-Treasurer, Robert Gibson, Dallas, Texas.

#### ALABAMA COTTON SEED CRUSHERS' ASSOCIATION.

President, C. A. Covey, Eufala.  
Vice-President, S. J. Cassels, Montgomery.  
Secretary-Treasurer, C. E. McCord, Prattville.

#### ARKANSAS COTTON SEED CRUSHERS' ASSOCIATION.

President, E. S. Ready, Helena.  
Vice-President, J. P. Faucette, Argenta.  
Secretary-Treasurer, J. B. Fishburne, Little Rock.

#### EASTERN CAROLINA COTTON SEED CRUSHERS' ASSOCIATION.

President, M. C. Braswell, Battleboro, N. C.  
Vice-President, E. D. Borden, Jr., Goldsboro, N. C.  
Secretary, H. A. White, Greenville, N. C.  
Treasurer, F. C. Dunn, Kinston, N. C.

#### GEORGIA COTTON SEED CRUSHERS' ASSOCIATION.

President, F. W. McKee, Atlanta.  
Vice-President, B. L. Bond, Royston.  
Secretary-Treasurer, P. D. McCarley, Atlanta.

#### MISSISSIPPI COTTON SEED CRUSHERS' ASSOCIATION.

President, Geo. W. Covington, Hazlehurst.  
Vice-President, E. Cahn, Sr., Meridian.  
Secretary-Treasurer, H. L. McGeorge, Jackson.

#### OKLAHOMA COTTON SEED CRUSHERS' ASSOCIATION.

President, W. A. Holder, Stroud.  
Vice-President, Jas. W. Du Pree, Oklahoma City.  
Secretary-Treasurer, J. A. Schwartz, Chickasha.

#### SOUTH CAROLINA COTTON SEED CRUSHERS' ASSOCIATION.

President, J. N. Lipscomb, Gaffney.  
Vice-President, C. R. Sprott, Manning.  
Secretary-Treasurer, Russell Acree, Darlington.

#### TEXAS COTTON SEED CRUSHERS' ASSOCIATION.

President, Claude Wiley, Tyler.  
Vice-President, W. F. Pendleton, Farmersville.  
Secretary, Robert Gibson, Dallas.  
Treasurer, J. A. Underwood, Honey Grove.



# HIDES AND SKINS

(DAILY HIDE AND LEATHER MARKET)

## Chicago.

**PACKER HIDES.**—Trading continues to be restricted principally on account of lack of offerings to buy except futures, but sales are made at full prices when effected. The packers are nominally talking as strong for Novembers ahead as for current salting, but on such sales as have been made in futures this has not been borne out, with a difference of about  $\frac{1}{4}$ c. between November and September-October values. Native steers 19 $\frac{1}{2}$ c. for current salting, with 19 $\frac{1}{4}$ c. last quoted for stock ahead into November. October natives are nominal at 19 $\frac{1}{2}$ c. talked by the packers. Texas steers have brought full prices. September heavies are held 17 $\frac{3}{4}$ c., with lights 17 $\frac{1}{2}$ c. and extremes 17c., which rates were last realized. The slaughter for the past month has run a larger percentage light and extremes. Butt brands are unchanged at 17 $\frac{1}{2}$ c., ruling firm at that price for current takeoff, and futures quoted around 17 $\frac{1}{4}$ c. to run into November, although packers talk 17 $\frac{1}{2}$ c. for both October and November. Colorados are unchanged at 17 $\frac{1}{4}$ c., ruling firm and well sold up. Branded cows are in the same position at 17c. During the past week receipts increased. Native cows are unchanged. August-September heavies are offered at 18c., but trade has been slow up to this figure. A range of 17 $\frac{3}{4}$ @18c. is quoted, the inside price likely for futures. Some September light weights from an outside point are reported sold at 17 $\frac{1}{4}$ c. There is a good demand in Chicago for lights, and some former bids of 17 $\frac{1}{4}$ c. for September were claimed declined, with up to 18c. asked. A packer, however, offers a few Septembers from Kansas City and Oklahoma at 17 $\frac{3}{4}$ c. Native bulls are unchanged at 15 $\frac{1}{2}$ c., and branded bulls at 12 $\frac{1}{2}$ @13c., and up to 13 $\frac{1}{2}$ c. asked for some.

**COUNTRY HIDES.**—An undertone of continued strength rules, but tanners are slow, and only operate for pressing requirements. Some of the dealers have been talking  $\frac{1}{4}$ c. advance for choice selections of buffs and extremes, but no increase has been obtained, and the tendency at least at present appears steady to firm with no change. Former sales reported at 16c. for extremes, and 15 $\frac{1}{2}$ c. for buffs and heavy cows, being full market figures were to tanners who had been bidding  $\frac{1}{4}$ c. less. Buffs are firm at 15 $\frac{1}{2}$ c. basis of late sales for current holdings of short haired, with up to 15 $\frac{3}{4}$ c. asked by some dealers for choice selection, but no sales effected at any advance. Heavy cows continue to be offered at 15 $\frac{1}{2}$ c., which was the last sales price, and the supply offered of these at this price has been reported larger of late. Extremes are generally quoted firm at 16c., with up to 16 $\frac{1}{4}$ c. again asked. Heavy steers are strong, being in very scant supply and ranging 15 $\frac{1}{2}$ c. up to

16 $\frac{1}{2}$ c. asked. Bulls are also steady, and continue at 12 $\frac{1}{2}$ @13c. as to quality. Branded hides are strong, ranging 13@13 $\frac{1}{2}$ c. for regular countries, and up to 14c. for butchers and small packers also Southwesterns.

Later.—Two cars of extremes sold at 16c., and this appears to be the best price, although 16 $\frac{1}{4}$ c. was lately asked. There are indications of the market being slightly easier. Reports are current of sales of buffs at 15 $\frac{1}{4}$ c. for stock all on hand, and tanners report recent offerings at this figure all short haired. Dealers say they might accept 15 $\frac{1}{2}$ c. for 45-lb. and up to sell ahead. Western tanners are now more conservative, and dealers would like to make purchases at less figures at outside points.

**HORSE HIDES.**—The market is weak, with sales reported of mixed lots as low as \$3.75, though up to \$3.85 is asked. Countries are quoted \$3.65@3.75, and cities \$4 @4.10.

**CALFSKINS.**—The scarcity of stock is productive of a continued strong market, but also limits trading to quite an extent. Chicago cities range 21@21 $\frac{1}{4}$ c., with up to 22c. asked in some quarters for extra choice, but tanners are bidding lower prices. Outside cities range 20@21c., but the outside price is an asking figure. Packers were last quoted 22c., with mixed cities and countries 20@20 $\frac{1}{2}$ c., and countries alone 19@19 $\frac{1}{4}$ c. Chicago and outside city kip together are held up to 18c., and packers up to 18 $\frac{1}{2}$ c., and countries and outside cities 17@17 $\frac{1}{2}$ c. Light calf has been in good demand, with outside and Chicago cities ranged \$1.35@1.40.

**SHEEPSKINS.**—Two of the large buyers have been trying to talk the market as being easier owing to less active call for wool for the fall trade, but the situation is holding as strong as ever. Packer September lambs continue to be held up to \$1.30, with last sales at \$1.25, and outside packers up to \$1.10@1.15. Shearlings of big packer takeoff last sold up to \$1.10, with \$1.15 generally asked. Country lambs continue 80c.@\$1, as to quality.

## New York.

**DRY HIDES.**—Common varieties are exceptionally active, with various buyers in the market and sales noted recently at a general advance of  $\frac{1}{2}$ c. cleaned up not only former holdings, but all receipts as well. The Central Americans ex-"Alliancia" sold up to 25 $\frac{1}{2}$ c., and also the cargo of the "Prinz Joachim," which only arrived recently, and sales of Centrals, etc., for the week amounted to around 5,000 hides. While there have been no late sales of Orinocos owing to a lack of arrivals of these during the past few days, the same are fully quotable up to 27c., as based on the rise for other kinds. With stocks tightly sold up to last night, the only goods available is an arrival today of 1,764 Puerto Cabellos,

etc., in today per "Philadelphia." Advices from Brazil note sales recently in Havre, France, of Cearas at the equivalent of 28c. American money for dry flint and 23c. for dry salted, these prices flat, and not selected as here. Some quarters have cables quoting Buenos Ayres up to 28 $\frac{1}{2}$ c., and a strong market prevails at the River Plate with a continued scarcity of offerings. Cordovas continue at around 30c.

**WET SALTED HIDES.**—Strong. One quarter has a cable advice noting 4,000 Sannina steers sold at 17 $\frac{1}{4}$ c., including commissions, which is  $\frac{1}{4}$ c. above the price of last week, while another has the price as 17 $\frac{1}{2}$ c. Europeans are securing the hides, as American bids were reported too low. Last sales of coast Mexicans were at 14 $\frac{3}{4}$ c. for late arrivals, and some sales were made the first of the week for hides to arrive at this figure.

**CITY PACKER HIDES.**—Trading in June forward spread native steers previously noted by two packers is understood to have involved about 14 cars, or about seven cars each by the two slaughterers participating, showing much more business than was formerly supposed. The price secured was 21 $\frac{1}{2}$ c., and a third packer claims could have sold, but declined to shade his asking figure to 22c. No sales of native or branded steers are reported, with the market strong in keeping with the West, and supplies of natives here particularly small. The make of cow hides is practically nil among the larger packers, and very small as well among outside packing firms.

**COUNTRY HIDES.**—Trade keeps quiet, and the general sense of the present market is that prices are too strong to affect business. Tanners continue out, and there is some disposition in certain quarters to hold a shade less strong, although other dealers are as firm as ever. Offerings are light, and the limited receipts and lack of accumulated holdings, together with the continued strength in packers, holds up the country market where it would likely otherwise react somewhat under such a limited call as at present prevails. Tanners here say that dealers are more anxious to sell than heretofore, while they are reluctant buyers at full high rates. An offering was made today of some New England and New York State cows combined, running at least 50 per cent. extremes, at 15c. flat, but was not taken; the price being considered too high, and some former offerings of late receipt New York States at 15c., running all weights and light average, could not be placed. Central New York State hides in small lots are held at 14 $\frac{1}{2}$ c. flat, and it is reported there are very few hides in small dealers' hands. Northern district Southern extremes continue to be offered here, but are held too strong to interest buyers in this market, although likely available at 14 $\frac{1}{4}$ c. flat.

**CALFSKINS.**—Are in small supply for all kinds and quiet, partly due to lack of offerings. Continued strength is reported. New York cities remain nominal at \$1.80@1.82 $\frac{1}{2}$ , \$2.25@2.27 $\frac{1}{2}$  and \$2.60, the outside prices asked.

## Boston.

Western hides quiet, with tanners not interested at present prices. Buffs ranged unchanged 15 $\frac{1}{4}$ @15 $\frac{1}{2}$ c., and so far as can be learned no sales have been made at better than 15 $\frac{1}{4}$ c. A car of extremes for immediate use regular run sold at 16 $\frac{1}{4}$ c. All weight Southern, according to section, continue at 13 $\frac{1}{2}$ @14c. flat, and extremes 13 $\frac{1}{2}$ @14c.

**We Buy Tallow, Grease, Bones, Hoofs, Fertilizer, Cracklings, etc.**  
Our Specialty: **Horns and Shin Bones**

**M. K. PARKER & CO., 607-608-609 Postal Telegraph Bldg., Chicago, U.S.A.**

# Chicago Section

Never let the old feeling come over you!

Take your choice. You can be a Bull, Bear, Burro, Elephant or Moose. But fer the luv of Mike, don't be a Camel!

Fred Christello, for twenty years construction boss for Swift & Company, has resigned to go into business on his own account.

Latest reports state that the Colonel is getting track-sore. Also that Bill went stale in training. Bulletin on Prexy not yet in.

"If it is decreed that our family is to become extinct, why the blare of trumpets and the Nero setting as a finale!" said the Moose.

Swift & Company's sales of fresh beef in Chicago for the week ending Saturday, September 14, 1912, averaged 10.53 cents per pound.

Chas. A. Sterne, the popular fats broker, accompanied by Mrs. Sterne, left for Harbor Point last Thursday to enjoy a few weeks' recreation.

There is no possibility of the packers' convention not being the "best ever" this year. The officers and various committees appointed guarantee this.

L. H. Schmauss, the Rockford (Ill.) packer, was a visitor in Chicago on Monday last. Mr. Schmauss operates one of the finest packing plants in the United States.

Adapted from the aviation pome, "Up in the Air":

Now after a turribul scrap between  
The bull and the grizzled bear,  
The bunch were "up in the air" as to which  
Had the best of the durned affair;  
So they lined up accordingly, and—by gosh!—  
They're just about as they ware!

Said the old sport to Raleigh:

"Get busy with Lizzie;  
She's worth oceans and oceans of boodle!"  
So Walt took the tip  
And on Lizzie went dizzy,  
And literally lost his poor noodle.

Them wuz the "good old days" when they didn't use the hook, but just shut off your wind with an ax!

Mayor Harrison has appointed 66 Chicago business men as delegates to the Lakes-to-the-Gulf Deep Waterway Association convention, to be held at Little Rock, Ark., Sep-

tember 24 to 26. On the list of delegates the name of James S. Agar, president of the Western Packing and Provision Company—like that of Abou Ben Adhem—appears first of all. Edward Tilden is also a delegate.

Mandy, a trifle deaf, was hauled before the judge for chicken stealing. Said the Judge, "How old are you, Mandy?" "Fifty-eight, yoh honah," said Mandy. "Dear me! To think a woman of your age should be accused of chicken stealing," said the judge. "Say, judge!" said Mandy—who caught the judge's last remark, "Dat ain't mah aige, dat's mah bust measurement!" And then Silk Hat Harry fainted.

E. L. Roy, of Roy & Williams, packing-house products brokers, left Sunday to "make" the following points, which he figures will take him six or eight weeks: St. Paul, Winnipeg, Edmonton, Calgary, Vancouver, Victoria, Seattle, Tacoma, Spokane, Walla Walla, Portland, San Francisco, Los Angeles, Salt Lake City, Ogden, Denver, Colorado Springs, Pueblo, Topeka, Wichita, Arkansas City and Home.

"Man's inhumanity to man makes countless thousands mourn," the great and only Bobby Burns remarked, said, or soliloquized—that "soliloquized" thing has not yet been "government inspected and passed," nevertheless "soliloquize" goes. Now! that inhumanity thing, the way it is worked today, needs filing down to a human three-score-and-ten basis. Carnegie appreciates this and has filed his down some. However, it remains for Salt Peter to decide whether Andy has filed it down to fit or not.

Get wise, you hustlers who want a list of the live ones in your line. Every advertiser is alive. Every one who writes you a letter soliciting your business is alive. Every one mentioned in The National Provisioner is alive. They are all alive who go after business, any old way, every way, and they get it! Now, start today and make a list of the live ones and their lines, and go after them. You are as much entitled to go after their business as they are to come after yours, and you are all entitled to solicit each other's business, and everybody else's. Go to it!

He was doing a little soap-box political oratory on the corner, and had just relieved himself of this: "The country owes its prosperity to the allwise ruling of the great Republican party, while the Democrats—"

Just then the big cop tore through the crowd and bawled at the speaker: "Who and phwat arr youse, annyhow?" Whereupon the orator replied: "I'm a lawyer, and me name's Marks!" "Yar arr yuh!" said the bull. "You'll come wid me. The booby-hatch fer youse. Annywan wid yure disease, an' in yure state of mind has no business bein' loose!" A little improvement on the old method of shutting 'em off with a piece of lead pipe or a brick.

Secretary McCarthy's slogan, "Now all pull together," points a moral and adorns a tale—you always say that when you cannot think of anything else. Some men say, "Exactly!" Others, "Assuredly!" and so on. That interjection of "Yunderstandme!" however, in about every four inches of a conversation is enough to drive a man to drink. You remember old man Uptub, about to cross Bubbly Crick—or rather, the Styx—called his seven sons together, and with a bundle of sticks and one stick illustrated their relative strength; that is, of the sticks, or sons—probably all sticks. Anyhow, the old man had had enough of Bridgeport, and was going to cross the Styx. Now this "stick" thing is O. K. Firstly, it's a good feature in a man, especially in the advertising business, or any other business, for that matter—"Stick!" In the second place, "stick" is a valuable by-product. In the third place, "stick" means: "Now all pull together."

## CHICAGO MARKET ON BONES, ETC.

(Special Letter to The National Provisioner from M. K. Parker & Co.)

Chicago, September 19.—There is nothing startlingly new to report in the bone market throughout the Middle West in the way of change of prices. They remain the same, virtually speaking, all around, with the exception possibly of bones suitable for cutting purposes, the large packers being inclined to hold this stock at about \$2.50 per ton over last prices paid, and which were quoted in our last letter. Buyers will not meet these prices at the present writing, and claim that present quotations are top.

This might also be said of skulls, jaws and knuckles, but \$28.50 seems to be the limit for top grade, trades being made on any stray lots offered at this figure, and on down to \$27, as to grade.

There is a very good demand, and all offerings of all grades of bone in its different forms are readily bought up, and it is no trick whatever to sell the product. It is just a question of getting the goods to sell, and from present indications this demand will keep up from now on, now that the different seasons have opened up for the different products. That which is turned into the fertilizer trade, also the glue end of it, is holding its own, and the demand from this source is exceptionally good.

Hoofs remain about the same, \$28.50@30, as to grade. Grinding hoofs for fertilizer purposes, stripes and heavy blacks, also white hoofs, are holding their own at the old quotations, which have not changed materially in several months.

The horn market remains the same, and the stock is now beginning to move, and will continue to do so more readily from now on. No. 1 steers, \$275@300 for 70 lbs. and up; No. 2 steers, \$175@200 for 40 lbs. and up; No. 3 cows, culls and bulls, packers', \$100. Country horns, prices range from \$50@75.

**DAVID I. DAVIS & CO.**  
PACKING HOUSE EXPERTS  
Manhattan Building, CHICAGO, ILL.  
**Designers of Packing Plants**  
**Cold Storage and Warehouses**

**Packers and Provision**  
**Dealers Everywhere!**  
**Cut your Telegraph Expenses**  
**in Two!**

Use and make your correspondents use  
**CROSS'S CODE**

The only real up-to-date Provision Code built by a provision man.

**A. E. GROSS** - Publisher  
140 W. Van Buren St., Chicago, Ill.

G. M. BRILL. F. A. LINDBERG. H. C. GARDNER.  
**BRILL & GARDNER**  
ENGINEERS  
Mechanical, Electrical Architectural  
Specialties: Packing Plants Cold Storage.  
Manufacturing Plants, Power Installations,  
Investigations.  
1134 Marquette Bldg CHICAGO

**H. H. BRUNT**  
CHICAGO, U. S. A.  
**BUYING AND**  
**SELLING AGENT**

**Cotton Seed Oil, Edible and Inedible.**  
**Cotton Oil Soapstock. Boiled down**  
**Soap and Acidulated Black Grease.**



# Strongest, Purest, Best

## You Want The Best

### ANHYDROUS-AMMONIA



Publishers of  
**PURE PRODUCTS**  
A MONTHLY MAGAZINE  
for the food and beverage industries

**SCIENTIFIC STATION FOR PURE PRODUCTS**

A CENTRAL STATION FOR  
MANUFACTURERS OF FOODS AND BEVERAGES

ANALYSIS AND TEST OF FOOD AND BEVERAGE PRODUCTS A SPECIALTY  
EXPERT TESTIMONY FURNISHED, ADVICE GIVEN ON LABELING, ETC.  
LARGE STAFF OF RESEARCH ANALYTICAL CONSULTING AND ENGINEERING CHEMISTS  
COMPLETE DEPARTMENT FOR TESTING THE MATERIALS AND SUPPLIES OF CANNERS,  
BREWERS, BOTTLERS, DISTILLERS, WINE MANUFACTURERS, ETC.

**CHEMISTS' BUILDING**  
50 EAST 54TH STREET

NEW YORK, Apr. 1st, 1912.

"EVERY OUNCE ENERGIZES"

It is economical and is so pure it reduces machine wear to a minimum.

A test will prove all we claim.

ORDER NOW

## MORRIS & COMPANY

NEW YORK  
35th St. and 11th Ave.

CHICAGO  
U. S. Yards

SOUTH OMAHA

Messrs. Morris & Co.,  
New York, N.Y.

Gentlemen:

Date of analysis: Mar. 30, 1912.  
Report #16493.

At the request of the NEW ENGLAND SELLING CO. we have analyzed your ANHYDROUS AMMONIA, with the following results:

Non-condensable gases - - 0.1 cc. per gram  
Evaporation residue (water) 0.0063% by weight  
Oils - - - - - Absent  
Pyridine bases and coal tar products - - - Absent

The results of the analysis show the ammonia to be very pure, dry, free from oils, pyridine bases and coal tar products, and particularly free from non-basic gases. The amount of these non-basic gases, 0.1 cc. per gram, is well below the limits set by good authorities for the best commercial anhydrous ammonia.

Our judgment is that your ammonia is well suited to give excellent results in refrigeration practice.

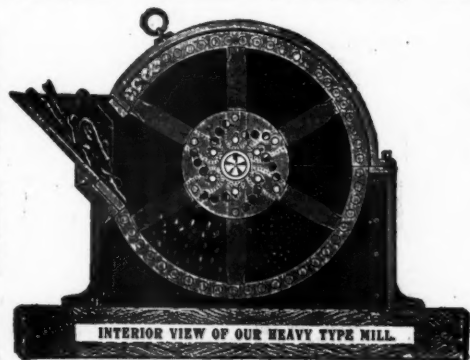
Very respectfully,

SCIENTIFIC STATION FOR PURE PRODUCTS,

*Dr. Currier* Manager.

## WHY SELL YOUR TANKAGE and BONE UNGROUND?

GET FULL VALUE FOR THESE PRODUCTS



INTERIOR VIEW OF OUR HEAVY TYPE MILL.

1,700 MACHINES NOW IN USE.

## WILLIAMS GRINDER

WILL TURN YOUR MATERIAL OUT AT ITS  
**HIGHEST VALUE**

Also Grinds Shells, Cracklings, Etc., for Poultry Food

Manufactured and Licensed under 87 separate and distinct Patents

WRITE FOR BULLETIN No. 9

**THE WILLIAMS PATENT CRUSHER & PULVERIZER CO.**

WORKS: 2701 No. Broadway, ST. LOUIS, MO. GENERAL SALES OFFICE: Old Colony Bldg., CHICAGO  
SAN FRANCISCO OFFICE: 347 Monadnock Bldg.

GEO. J. ROESCH, President.

HARRY G. ULMAN, Secretary.

CHAS. HARLAN, Treasurer.

# CONSOLIDATED DRESSED BEEF COMPANY

PHILADELPHIA

## Dressed Beef Packers and Exporters

Beef Casings, Dried Blood, Fertilizers, Oleo Oils, Stearines, Prime Tallow and Selected Hides

Orders for Car Load Lots Solicited

Highest Prices Paid for Suet, Shop Fat, Long Fat, Hides, etc.

Stock Yards, 30th & Race Sts.

## CHICAGO-LIVE STOCK

RECEIPTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Monday, Sept. 9	20,574	4,848	28,220	30,490
Tuesday, Sept. 10	3,087	900	12,511	29,575
Wednesday, Sept. 11	17,400	1,985	24,089	35,743
Thursday, Sept. 12	5,712	4,218	17,817	23,661
Friday, Sept. 13	2,714	505	12,013	8,256
Saturday, Sept. 14	414	35	6,537	2,263

Total this week	50,777	6,656	101,250	130,725
Previous week	45,098	6,154	98,679	134,629
Cor. week, 1911	57,488	7,348	91,766	165,856
Cor. week, 1910	69,156	7,353	85,067	135,906

SHIPMENTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Monday, Sept. 9	4,181	90	7,161	3,459
Tuesday, Sept. 10	2,761	40	3,804	5,187
Wednesday, Sept. 11	4,002	74	5,647	5,813
Thursday, Sept. 12	3,444	115	5,254	9,316
Friday, Sept. 13	2,347	162	3,346	3,103
Saturday, Sept. 14	364	76	1,410	1,100

Total this week	16,935	506	26,212	28,878
Previous week	17,643	807	28,603	27,894
Cor. week, 1911	22,260	510	11,817	77,543
Cor. week, 1910	30,900	1,068	25,114	69,562

## CHICAGO TOTAL RECEIPTS LIVE STOCK:

	Cattle.	Hogs.	Sheep.
Year to Sept. 14, 1912	1,763,728	5,229,339	3,606,163
Same period, 1911	1,906,394	4,886,300	3,409,969

## Combined receipts of hogs at eleven points:

Week ending Sept. 14, 1912	322,000
Previous week	295,000
Year ago	353,000
Two years ago	278,000
Total year to date	17,587,000

Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City) as follows:

	Cattle.	Hogs.	Sheep.
Week to Sept. 14, 1912	202,300	233,600	336,100
Week ago	172,200	232,500	296,900
Year ago	188,600	252,800	465,300
Two years ago	246,200	194,800	370,900

## CHICAGO PACKERS' HOG SLAUGHTER.

Week ending Sept. 14, 1912:	
Armour & Co.	17,500
Swift & Co.	14,300
S. & S. Co.	7,600
Morris & Co.	5,000
Anglo-American	4,000
Boyd-Lunham	2,600
Hammond Co.	5,500
Western P. Co.	4,200
Miller & Hart	2,000
Independent P. Co.	4,300
Brennan P. Co.	2,500
Others	6,500

Totals	76,300
Previous week	73,800
1911	83,500
1910	59,900
Total year to date	4,090,400
Same period last year	3,922,800

## WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week	\$8.20	\$8.53	\$4.30	\$7.30
Previous week	8.25	8.35	4.10	6.80
Cor. week, 1911	7.00	7.08	3.75	5.50
Cor. week, 1910	6.70	8.93	4.25	6.90
Cor. week, 1909	6.73	8.23	4.70	6.75

## CATTLE.

Good to choice steers	\$9.50@10.90
Fair to good ewes	7.75@9.50
Common to fair heaves	6.50@7.75
Inferior killers	5.50@6.50
Range steers	6.50@9.50
Fair to fancy yearlings	7.25@10.35
Good to choice cows	5.60@7.00
Canner bulls	2.25@3.00
Common to good calves	8.60@10.00
Good to choice veniers	10.00@11.50
Heavy calves	5.50@9.00
Feeding steers	5.25@7.25
Stockers	4.40@6.50
Medium to good beef cows	3.50@5.50
Common to good cutters	3.00@4.00
Inferior to good canners	2.75@3.25
Fair to good heifers	5.50@8.50
Butcher bulls	3.50@7.00
Bologna bulls	4.25@5.00

## HOGS.

Good to prime heavy	\$8.50@8.70
Good to choice butchers	8.60@8.75
Fair to good heavy packing	8.10@8.35
Light mixed, 175 lbs. and up	8.65@8.80
Choice light, 170 to 200 lbs.	8.80@8.90
Pigs, 110 lbs. and under	5.50@7.75
Bears, 110 to 140 lbs.	7.75@8.40
Bones, according to weight	3.00@4.25
*Stags, according to weight	8.00@8.50

\*All stags subject to 80 lbs. dockage.

## SHEEP.

Range yearlings	\$4.75@5.66
Native yearlings	5.00@5.75
Native lambs	6.15@7.75
Range lambs	6.75@7.75
Feeding lambs	5.50@6.65
Feeding wethers	3.60@4.50
Breeding ewes	4.00@5.00
Good to choice wethers	4.00@4.65
Good to choice ewes	3.50@4.25

## CHICAGO PROVISION MARKET

Range of Prices.

SATURDAY, SEPTEMBER 14, 1912.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
September	\$17.30	17.40	17.25	17.35
October	17.30	17.40	17.25	17.35
January	18.65	18.72½	18.55	18.70
LARD—(Per 100 lbs.)—				
September	11.10	11.10	11.02½	11.10
October	11.12½	11.15	11.07½	11.15
December	10.67½	10.70	10.65	10.70
January	10.60	10.62½	10.52½	10.62½
May	10.22½	10.22½	10.20	10.22½
RIBS—(Boxed, 25c. more than loose)—				
September	10.60	10.70	10.60	10.67½
October	10.60	10.70	10.60	10.70
January	9.97½	10.02½	9.95	10.00

MONDAY, SEPTEMBER 16, 1912.

PORK—(Per bbl.)—				
September	17.20	17.20	17.10	17.10
October	17.30	17.30	17.10	17.10
January	18.65	18.65	18.30	18.37½
May				17.95
LARD—(Per 100 lbs.)—				
September	11.10	11.10	10.95	10.95
October	11.12½	11.12½	10.90	11.00
December	10.67½	10.70	10.65	10.65
January	10.57½	10.60	10.50	10.50
May	10.15	10.20	10.10	10.10
RIBS—(Boxed, 25c. more than loose)—				
September	10.65	10.65	10.52½	10.52½
October	10.67½	10.67½	10.55	10.57½
January	9.95	9.97½	9.87½	9.87½
May	9.72½	9.72½	9.57½	9.57½

TUESDAY, SEPTEMBER 17, 1912.

PORK—(Per bbl.)—				
September	16.90	16.92½	16.85	16.90
October	17.00	17.00	16.82½	16.92½
January	18.25	18.25	18.10	18.12½
LARD—(Per 100 lbs.)—				
September	10.82½	10.87½	10.62½	10.77½
October	10.62½	10.65	10.65	10.82½
December	10.60	10.60	10.52½	10.55
January	10.47½	10.50	10.37½	10.42½
May	10.10	10.10	10.05	10.07½
RIBS—(Boxed, 25c. more than loose)—				
September	10.50	10.52½	10.42½	10.52½
October	10.50	10.50	10.40	10.47½
January	9.85	9.85	9.77½	9.77½
May				9.60

WEDNESDAY, SEPTEMBER 18, 1912.

PORK—(Per bbl.)—				
September	16.75	16.87½	16.75	16.80
October	16.80	16.92½	16.80	16.85
January	18.00	18.15	17.97½	18.10
LARD—(Per 100 lbs.)—				
September	10.77½	10.82½	10.75	10.77½
October	10.52½	10.57½	10.52½	10.57½
January	10.37½	10.45	10.37½	10.37½
May				11.05
RIBS—(Boxed, 25c. more than loose)—				
September	10.37½	10.37½	10.55	10.55
October	10.45	10.52½	10.45	10.47½
January	9.80	9.82½	9.75	9.75

THURSDAY, SEPTEMBER 19, 1912.

PORK—(Per bbl.)—				
September	16.75	16.82½	16.75	16.80
October	16.90	16.92½	16.82½	16.85
January	18.15	18.30	18.15	18.22½

## LARD—(Per 100 lbs.)—

September	10.82½	10.90	10.82½	10.90
October	10.85	10.95	10.85	10.92½
December	10.62½	10.65	10.60	10.65
January	10.45	10.47½	10.42½	10.47½
May	10.07½	10.10	10.07½	10.10

## RIBS—(Boxed, 25c. more than loose)—

September	10.67½	10.70	10.67½	10.67½
October	10.62½	10.60	10.50	10.60
January	9.77½	9.82½	9.77½	9.80

FRIDAY, SEPTEMBER 20, 1912.

## PORK—(Per bbl.)—

September				116.87½
October	16.95	16.95	16.85	116.92½
January	18.35	18.35	18.27½	118.35

## LARD—(Per 100 lbs.)—

September				111.05
October	11.00	11.07½	11.00	111.05
January	10.52½	10.57½	10.52½	110.55

## RIBS—(Boxed, 25c. more than loose)—

September				110.72½
October	10.65	10.70	10.62½	110.70
January	9.85	9.90	9.82½	109.87½

†Bid. †Asked.

## CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Terry & Son, 41st and Halsted Streets.)

Native Rib Roast	22	@25
Native Sirloin Steaks	25	@28
Native Porterhouse Steaks		@35
Native Pot Roasts		@16
Rib Roasts from light cattle	16	@18
Beef Stew	12½	@15
Boneless Corned Briskets, Native		@16
Corned Rumps, Native		@16
Corned Ribs		@10
Corned Flanks		@10
Round Steaks	22	@24
Round Roasts	18	@22
Shoulder Steaks		@18
Shoulder Roasts	15	@16
Shoulder Neck End, Trimmed		@12½
Roller Roast		@18

## Lamb.

Hind Quarters, fancy		@18
Fore Quarters, fancy		@12½
Legs, fancy		@20
Stew		@10
Chops, shoulder, per lb.		@18
Chops, rib and loin, per lb.		@30
Chops, Frenched, each		@18

## Mutton.

Legs		@12½
Stew		@6
Shoulders		@12½
Hind Quarters		@11
Fore Quarters		@8
Rib and Loin Chops		@18
Shoulder Chops		@12½

## Pork.

Pork Loin		@20
Pork Chops		@22
Pork Shoulders		@16
Pork Tenders		@40
Pork Butts		@16
Spare Ribs		@12½
Hocks		@11
Pigs' Heads		@8
Leaf Lard		@16

## Veal.

Hind Quarters		@22
Fore Quarters		@16
Legs		@24
Breasts		@15
Shoulders		@16
Cutlets		@30
Rib and Loin Chops		@25

## Butchers' Offal.

Suet		@84
Tallow		@44
Bones, per cwt.		@1.00
Calfskins, 8 to 15 lbs.		@18½
Calfskins, under 8 lbs. (deacona)		@95
Klips		@14

**AUTOMATIC  
IMPROVED**

# TANKAGE PRESSES AND DRYERS

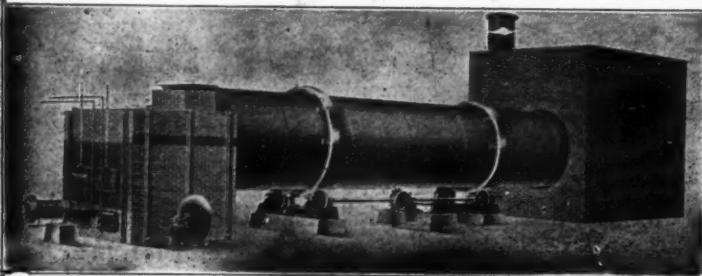
**Economical Efficient  
Great Capacity**

**SAVING IN LABOR ALONE IN ONE YEAR WILL  
OFFSET COST TO INSTALL**

For Tankage, Blood, Bone, Fertilizer, all Animal and Vegetable Matter. Installed in the largest packing-houses, fertilizer and fish reduction plants in the world.

Send for Catalogue T. B.

**American Process Co.**  
68 William St., - - New York





## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

Carcass Beef.	
Good native steers	14 @ 15
Native steers, medium	12 @ 13
Hedlers, good	12 @ 12 1/2
Cows	9 1/2 @ 10 1/2
Hind Quarters, choice	18 @ 18 1/2
Fore Quarters, choice	11 1/2 @ 11 1/4

## Beef Cuts.

Cow Chunks	7 1/2 @ 9
Steer Chunks	@ 11 1/2
Boneless Chunks	@ 10
Medium Plates	@ 7 1/4
Steer Plates	@ 8 1/2
Cow Rounds	9 @ 11
Steer Rounds	@ 13
Cow Loins	11 1/2 @ 16 1/2
Steer Loins, Heavy	@ 27 1/2
Beef Tenderloins, No. 1	@ 30
Beef Tenderloins, No. 2	@ 28 1/2
Strip Loins	@ 11 1/2
Sirloin Butts	@ 14 1/2
Shoulder Cuts	@ 11
Rolls	@ 12
Rump Butts	10 1/2 @ 13 1/2
Trimnings	@ 7
Shank	@ 5
Cow Ribs, Common, light	@ 8
Cow Ribs, Heavy	@ 16
Steer Ribs, Light	@ 15 1/2
Steer Ribs, Heavy	@ 25 1/2
Loins Ends, steer, native	@ 17
Loins Ends, cow	@ 15
Hanging Tenderloins	@ 8
Flank Steak	@ 13
Hind Shanks	@ 5

## Beef Offal.

Brains, each	@ 6
Hearts	@ 6
Tongues	@ 9 1/2
Sweetbreads	20 @ 25
Ox Tail, per lb.	@ 5 1/2
Fresh Tripe, plain	@ 4
Fresh Tripe, H. C.	@ 5 1/2
Brains	@ 5
Kidneys, each	@ 7

## Veal.

Heavy Carcass Veal	10 1/2 @ 12 1/2
Light Carcass	@ 14 1/2
Good Carcass	@ 16 1/2
Good Saddles	@ 13
Medium Racks	@ 17
Good Racks	@ 14

## Veal Offal.

Brains, each	@ 4
Sweetbreads	40 @ 50
Plucks	30 @ 40
Heads, each	15 @ 20

## Lamb.

Good Caul	@ 11
Round Dressed Lambs	@ 12
Saddles, Caul	@ 12 1/2
R. D. Lamb Racks	@ 9
Caul Lamb Racks	@ 9
R. D. Lamb Saddles	@ 15
Lamb Fries, per pair	@ 10
Lamb Tongues, each	@ 4
Lamb Kidneys, each	@ 1 1/2

## Mutton.

Medium Sheep	@ 8
Good Sheep	@ 9
Medium Saddles	9 1/2 @ 10
Good Saddles	@ 12 1/2
Good Racks	@ 7
Medium Racks	@ 9 1/2
Mutton Legs	@ 11
Mutton Loins	@ 8 1/2
Mutton Stew	@ 5
Sheep Tongues, each	@ 2 1/2
Sheep Heads, each	@ 7

## Fresh Pork, Etc.

Dressed Hogs	12 @ 13
Pork Loins	@ 17
Leaf Lard	@ 12 1/2
Tenderloins	@ 30
Spare Ribs	@ 10
Butts	@ 15
Hocks	@ 8 1/2
Trimnings	@ 10
Extra Lean Trimnings	@ 11
Tails	@ 7
Snouts	@ 4 1/2
Pigs' Feet	@ 4
Pigs' Heads	@ 5
Blade Bones	@ 7
Blade Meat	@ 8 1/2
Cheek Meat	@ 9 1/2
Hog livers, per lb.	@ 2
Neck Bones	@ 3
Skinned Shoulders	@ 13
Pork Hearts	@ 7
Pork Kidneys, per lb.	@ 4
Pork Tongues	@ 11 1/2
Ship Bones	@ 5
Tail Bones	8 @ 9 1/2
Brains	@ 4
Backfat	@ 11
Hams	@ 14 1/2
Calas	@ 12
Belles	@ 14 1/2
Shoulders	@ 12 1/2

## SAUSAGE.

Columbia Cloth Bologna	@ 10
Bologna, large, long, round, in casings	@ 10

Choice Bologna	@ 12
Frankfurters	@ 12
Blood, Liver and Headcheese	@ 10
Tongue	@ 12
Mixed Sausage	@ 14
Luncheon Sausage, cloth paraffine	@ 16 1/2
New England Sausage	@ 16 1/2
Compressed Luncheon Sausage	@ 16 1/2
Special Compressed Ham	@ 16 1/2
Berliner Sausage	@ 14 1/2
Boneless Butts in casings	@ 24
Oxford Butts in casings	@ 19
Polish Sausage	@ 12
Garlic Sausage	@ 12
Country Smoked Sausage	@ 14
Farm Sausage	@ 15
Pork Sausage, bulk or link	@ 11
Pork Sausage, short link	@ 11 1/2
Boneless Pigs' Feet	@ 9 1/2
Hams, Bologna	@ 15 1/2

## Summer Sausage.

Best Summer, H. C., Medium Dry	@ 23 1/2
German Salami, Medium Dry	@ 21 1/2
Italian Salami	@ 28 1/2
Holsteiner	@ 16 1/2
Mettwurst, New	@ 21
Farmer	@ 18 1/2
Monarque Cervelat, H. C.	@ 20 1/2

## Sausage in Oil.

Smoked Sausage, 1-50	\$5.50
Smoked Sausage, 2-20	5.00
Bologna, 1-50	5.00
Bologna, 2-20	4.50
Frankfurt, 1-50	5.50
Frankfurt, 2-20	5.00

## VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels	\$9.75
Pickled Plain Tripe, in 200-lb. barrels	6.50
Pickled H. C. Tripe, in 200-lb. barrels	7.75
Pickled Ox Lips, in 200-lb. barrels	12.50
Pickled Pigs' Snouts, in 200-lb. barrels	15.50
Lamb Tongues, Short Cut, barrels	34.50

## CORNED, BOILED AND ROAST BEEF.

1 lb., 2 doz. to case	Per doz. \$1.90
2 lbs., 1 or 2 doz. to case	3.40
6 lbs., 1 doz. to case	13.25
14 lbs., 1/2 doz. to case	29.00

## EXTRACT OF BEEF.

2-oz. jars, 1 doz. in box	Per doz. \$3.25
4-oz. jars, 1 doz. in box	6.25
8-oz. jars, 1/2 doz. in box	11.50
16-oz. jars, 1/2 doz. in box	22.50
2, 5 and 10-lb. tins	\$1.50 per lb.

## BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	@ 16.50
Plate Beef	@ 16.50
Prime Mess Beef	@ 16.50
Extra Mess Beef	@ 16.50
Beef Hams (220 lbs. to bbl.)	@ 16.50
Rump Butts	@ 10.00
Mess Pork, new	@ 22.50
Clear Fat Backs	@ 22.50
Family Back Pork	@ 22.50
Bean Pork	@ 17.00

## LARD.

Pure leaf, kettle rendered, per lb., tes.	@ 13 1/4
Pure lard	@ 12 1/4
Lard, substitutes, tes.	@ 9 1/4
Lard, compound	@ 8 1/2
Cooking oil, per gal., in barrels	@ 57
Barrels, 1/4c. over tierces; half barrels, 1/4c. over tierces; tubs and pails, 10 to 80 lbs., 1/4 to 1c. over tierces.	

## BUTTERINE.

1 to 4, natural color, solids, f. o. b. Chicago	15 1/2 @ 19 1/2
Cooks' and bakers' shortening, tubs	13 @ 14

## DRY SALT MEATS.

(Boxed. Loose are 1/4c. less.)	
Clear Bellies, 14 @ 16 avg.	@ 13 1/2
Clear Bellies, 18 @ 20 avg.	@ 13 1/2
Rib Bellies, 18 @ 20 avg.	@ 13 1/2
Regular Plates, 12 @ 14 avg.	@ 11
Clear Plates	@ 10 1/2
Butts	@ 9 1/2
Bacon meats, 1/4c. to 1c. more.	

## WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.	@ 16 1/2
Hams, 16 lbs., avg.	@ 16 1/2
Skinned Hams	@ 17 1/2
Calas, 4 @ 6 lbs., avg.	11 1/2 @ 12 1/2
Calas, 6 @ 12 lbs., avg.	11 1/2 @ 12 1/2
New York Shoulders, 8 @ 12 lbs., avg.	@ 13 1/2
Breakfast Bacon, fancy	22 1/2 @ 23 1/2
Wide, 10 @ 12 avg., and strip, 5 @ 6 avg.	16 @ 16 1/2
Wide, 6 @ 8 avg., and strip, 3 @ 4 avg.	18 1/2 @ 19 1/2
Rib Bacon, wide, 8 @ 12, strip, 4 @ 6 avg.	@ 12
Dried Beef Sets	@ 20 1/2
Dried Beef Insides	@ 22 1/2
Dried Beef Knuckles	@ 20 1/2
Dried Beef Outsides	@ 17
Regular Rolled Hams	@ 23
Smoked Rolled Hams	@ 23 1/2
Boiled Calas	@ 16
Cooked Loin Rolls	@ 30
Cooked Rolled Shoulders	@ 16

## SAUSAGE CASINGS.

F. O. B. CHICAGO.

Rounds, per set	@ 18
Export Rounds	@ 23
Middles per set	@ 86
Beef bungs, per piece	@ 17 1/2
Beef weasands	@ 7 1/2
Beef bladders, medium	@ 35
Beef bladders, small, per doz.	@ 70
Hog casings, free of salt	@ 10
Hog middles, per set	@ 10
Hog bungs, export	@ 7
Hog bungs, large mediums	@ 10
Hog bungs, prime	@ 5
Hog bungs, narrow	@ 5
Imported wide sheep casings	@ 90
Imported medium wide sheep casings	@ 70
Imported medium sheep casings	@ 80
Hog stomachs, per piece	@ 3 1/2

## FERTILIZERS.

Dried blood, per unit	2.55 @ 2.57 1/2
Hoof meal, per unit	2.37 1/2 @ 2.40
Concentrated tankage	2.30 @ 2.35
Ground tankage, 15%	@ 2.37 1/2 and 10c.
Ground tankage, 11%	@ 2.37 1/2 and 10c.
Ground tankage, 8 and 25%	@ 2.25 and 10c.
Crushed tankage, 9 and 20%	@ 2.05 and 10c.
Ground tankage, 6 1/2 and 30%	@ 19.50
Ground rawbone, per ton	@ 26.00
Ground steam bone, per ton	@ 20.00
Unground tankage, per ton less than ground	@ 50c.

## HORNS, HOOFS AND BONES.

Horns, No. 1, 65 @ 70 lbs., aver.	250.00 @ 300.00
Horns, black, per ton	25.50 @ 28.50
Horns, striped, per ton	33.00 @ 38.00
Horns, white, per ton	60.00 @ 68.00
Flat shin bones, 40 lbs. av., per ton	70.00 @ 75.00
Round shin bones, 35-40 lbs. av., per ton	75.00 @ 80.00
Round shin bones, 50-52 lbs. av., per ton	80.00 @ 90.00
Long thigh bones, 90-95 lbs. av., per ton	60.00 @ 90.00
Skulls, jaws and knuckles, per ton	28.00 @ 30.00

## LARD.

Prime steam, cash	@ 10.82
Prime steam, loose	@ 10.52 1/2
Leaf	@ 11 1/2
Compound	8 @ 8 1/2
Neutral lard	12.75 @ 12.87 1/2

## STEARINES.

Prime oleo	@ 13 1/2
Oleo No. 2	@ 11 1/2
Mutton	@ 12
Tallow	8 1/2 @ 8 1/2
Grease, yellow	6 @ 6 1/2
Grease, A white	6 @ 7

## OILS.

Lard oil, extra, winter strained, tierces	73 @ 75
Extra lard oil	85 @ 70
Extra No. 1 lard oil	58 @ 60
No. 1 lard oil	54 @ 56
No. 2 lard oil	52 @ 54
Oleo oil, extra	13 1/2 @ 14
Oleo oil, No. 2	12 1/2 @ 12 1/2
Oleo stock	12 1/2 @ 13
Nutsfoot oil, pure, bbls.	65 @ 70
Acidless tallow oils, bbls.	61 @ 62
Corn oil, loose	@ 5.35
Horse oil	6 1/2 @ 7

## TALLOW.

Edible	8 1/2 @ 8 1/2
Prime city	7 1/2 @ 7 1/2
No. 1 Country	6 1/2 @ 6 1/2
Packers' Prime	6 1/2 @ 7 1/2
Packers' No. 1	6 1/2 @ 6 1/2
Packers' No. 2	5 1/2 @ 5 1/2
Renderers' No. 1	6 1/2 @ 6 1/2

## GREASES.

White, choice	6 1/2 @ 7
White, "A"	6 1/2 @ 6 1/2
White, "B"	5 1/2 @ 6
Bone	5 1/2 @ 5 1/2
Crackling	5 1/2 @ 6
Horse	5 1/2 @ 5 1/2
Yellow	5 1/2 @ 5 1/2
Brown	4 1/2 @ 5
Glue stock	5 1/2 @ 5 1/2
Garbage grease	3 1/2 @ 4
Glycerine, C. P.	@ 18 1/2
Glycerine, dynamite	17 1/2 @ 18
Glycerine, crude soap	11 1/2 @ 12 1/2
Glycerine, candle	13 1/2 @ 14 1/2

## COTTONSEED OILS.

P. S. Y., loose	44 @ 45
P. S. Y., soap grade	42 1/2 @ 43
Soap stock, bbls., concn., 62 @ 65% f. a. 2.25 @ 2.37 1/2	
Soap stock, loose, reg., 50% f. a.	1.10 @ 1.20

## COOPERAGE.

Ash pork barrels	85 @ 87
Oak pork barrels	1.02 1/2 @ 1.05
Lard tierces	1.32 @ 1.35

## CURING MATERIALS.

Refined saltpetre	5 @ 6 1/2
Boric acid, crystal to powdered	7 @ 7 1/2
Borax	3 1/2 @ 4 1/2
Sugar—	
White, clarified	@ 5 1/2
Plantation, granulated	@ 5 1/2
Yellow, clarified	@ 5
Salt—	
Ashton, in bags, 224 lbs.	\$2.25
English packing, in bags, 224 lbs.	3.25
Michigan, granulated, car lots, per ton	3.25
Michigan, medium, car lot, per ton	3.75
Casing salt, bbls., 280 lbs. 2x @ 3x	1.40

## LIVE STOCK MARKETS

### CHICAGO

(Special Letter to The National Provisioner from National Live Stock Commission Co.)

Union Stock Yards, Chicago, Sept. 18.

Monday's run of 12,500 native cattle was moderate, but Westerns were in liberal supply, about 8,500 being recorded, making a total of 20,961 cattle, which was sufficient for all requirements; in fact, a dull and lower trade was experienced on everything in the native line under choice grades, which kind were strong sellers on account of their scarcity; but the common, medium and pretty good steers ruled 10@15c. lower, and even the \$9@10 kinds were weak because of competition from the good to choice Westerns, of which there was a goodly percentage in the receipts. Tuesday's run of 7,256 cattle included about 2,500 Westerns, the balance being largely butcher stuff and stockers and feeders. A few choice steers sold readily at strong prices, and other grades moved steady at Monday's reduced level of values. Wednesday's run of cattle was estimated at 14,500, including about 5,000 Westerns, and while the supply of native cattle this week has been very moderate, receipts of Westerns have been liberal, thus resulting in a very slow and draggy trade on everything under choice native steers, as the Westerns are much preferred by the packers on account of their better dressing qualities. Today's trade is very slow all around, even on the choice cattle, although they are fully steady; in fact, 11c. per lb. was paid for one load of Missouri beefs averaging 1,577 lbs., but they were extra price, could easily be called "show cattle," and were in a class by themselves. A few other loads of prime cattle on sale are expected to reach \$10.75@10.90. Quite a sprinkling of beefs went from \$10.25@10.75, prices of the choice to prime cattle being steady, while other grades were very slow sale, and in some cases the commoner kinds of cattle show 10c. decline again today. No change noted in the situation. "Top notch" beefs may work a little higher; at all events, they are so scarce that they will meet with an exceptionally strong and well-sustained market for some little time to come. But as long as Western-range cattle are moving freely there is small likelihood of the common, medium and pretty good natives showing any permanent improvement. As repeatedly stated in these columns, the tendency on those grades appears to be toward a somewhat lower level of values.

No great change is noted in the butcher stuff market. Medium kinds of beef cows continue in rather liberal supply, and are still poorest sellers relatively, while choice cows and the canners and cutters are meeting with same good demand that has characterized the trade for some time past. Heifers of all kinds are meeting with a broad outlet from all sources, bulls have recovered the decline of late last week, and calves, while decidedly higher than the bad market Thursday and Friday, are still about 50c. under the high spot in the trade the first of last week.

Increased receipts of hogs, together with a poor demand on Eastern account, has given us a sharp decline in the market the past

few days. With a run of 24,000 Wednesday trade ruled about 10c. lower, which makes a decline of 20@25c. per cwt. since Monday, bulk selling at \$8@8.40; good light largely at \$8.50@8.60; light butchers, \$8.40@8.50; heavy butchers, \$8.30@8.40; fair to good mixed, \$8.20@8.40; medium weight packers, \$8.15@8.25; heavy packers, \$7.90@8.15; light pigs, \$5.50@6.50; 100 to 130-lb. weights, \$6.75@7.50. We rather think that bottom has been reached for the present, and look for some recovery during the next few days, but think that any recovery that takes place will only be temporary, as prices no doubt will work quite a bit lower during the next few weeks.

Liberal receipts of sheep and lambs the past few days have had a tendency to weaken this branch of the trade, and the bulk of today's arrivals are going over the scales 20@25c. per cwt. lower than the close of last week. There is nothing in the situation that looks at all panicky, and the present decline, without doubt, is of a temporary nature. Supplies going on feed, as compared with one year ago, are much diminished, and we certainly should have a high market during the late fall and early winter months. We quote: Westerns—Fat wethers, \$4.50@4.75; fat yearlings, \$5.65@5.85; fat ewes, \$4@4.25; medium killing ewes, \$3.50@3.85; good to choice lambs, \$7.25@7.50; feeding lambs, \$6.50@7; feeding wethers, \$4.40@4.65; feeding yearlings, \$5.25@5.60. Natives—Fat wethers, \$4.75; fat ewes, \$4@4.15; poor to medium ewes, \$3.50@3.85; cull ewes, \$2@3; good to choice lambs, \$7@7.35; poor to medium lambs, \$6@6.75; culls, \$5@5.50; breeding ewes, \$4.50@5.

### KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, September 17.

The cattle market was strong and active yesterday, but there is a weak feeling evident today, notwithstanding the run is only 17,000 head. Stockers and feeders and calves are exceptions, each of these classes selling stronger today, veal calves reaching \$9.50. Calf receipts here in eight months this year are 50,000 head less than same time last year, a decrease of 45 per cent., and they decreased from the high-water mark for two years previous to this year, though not so rapidly. Fewer cattle for breeding explains part of the decrease, but it is plain also that owners are holding back their calves to some extent. Chicago shows an increase this year, having record receipts of calves, but increased dairying in that territory accounts for it. Again, there is no prime cattle here, some branded steers selling at the top \$10.10, same as they brought yesterday. Quarantine run is 52 cars today, market about steady, steers at \$4.75@6, cows \$3.75@5, most of the good cows around \$4.75. Texas and Oklahoma will have a bigger cotton crop this year than last, which means more cattle fed at the mills this year. That condition may reduce receipts from now on, as there is no special incentive to market immature steers. Stock steers range from \$4.25@6.60, feeders \$6@7.50.

Hog receipts today 7,000 head, market 10c. lower, top \$8.70, bulk \$8.30@8.65. The break is not believed to be anything permanent,

as conditions are altogether on the bull side of the market.

Sheep and lambs today 13,000, largely range stock. Heavy wethers brought \$4.35 today, same as yesterday, top lambs \$7.35, 5c. under yesterday. Feeding lambs bring \$6.25@6.40, yearlings \$4.50@5.35, breeding ewes \$4@4.35, feeding ewes around \$3, with a fairly liberal amount of country stuff available.

Sales to local killers last week were as follows:

	Cattle.	Hogs.	Sheep.
Armour .....	6,469	6,647	11,036
Fowler .....	1,663	.....	2,227
S. & S. ....	4,935	3,725	7,408
Swift .....	7,945	4,600	11,178
Cudahy .....	5,627	3,520	10,429
Morris & Co. ....	5,790	3,089	4,383
Butchers .....	200	398	72
Total .....	32,629	21,979	46,733

### OMAHA

(Special Letter to The National Provisioner.)

Union Stock Yards, So. Omaha, Sept. 17.

Cattle receipts so far this month have held up reasonably well as compared with a year ago, and it looks now as if the month's supply would not fall so very far short of September, 1911. Practically no corn-fed stock is coming, however, and quotations on natives are nominal. The big bulk of the receipts come from the West, and quality has been very good nearly all season. The feature of the trade is that beef steers and feeder cattle are selling in substantially the same notches. Demand from dressed beef men is very fair, but their efforts to force values lower are unavailing, owing to the unusually keen demand for feeders. Common to choice beef steers and feeders are selling at a range of \$5.25@8.25, the bulk of the fair to good grades around \$6.25@7.25. Cows and heifers find a broad outlet and a firm market at a range of \$3.50@6.50, the bulk of the fair to good butcher and beef stock at \$4.40@5.40. Demand for canners and cutters is unusually vigorous, and sales are largely at \$3.50@4.2. Veal calves continue firm at \$4.75@8.75, and bulls, stags, etc., fully steady at \$4@5.50.

There has been quite a let up in hog receipts, but this has had no very stimulating effect on the market since last week's advance has been all wiped out during the past two days. Demand holds up well, and shippers have been very busy taking about 20 per cent. of the receipts. The good light and butcher weight loads are favored by all classes of buyers, and rough, heavy hogs are mean sellers right along with the range of prices wide. There were only about 6,500 hogs here today, but prices broke all of 10@15c. Tops sold at \$8.40, as against \$8.55 last Tuesday, and the bulk of the trading was at \$8.15@8.30, as against \$8.15@8.35 a week ago.

Under the influence of a very keen demand from both packers and feeder buyers the market for sheep and lambs has been very active of late, and prices show a very substantial advance as compared with ten days ago. The supply is running short of this time last year, while the demand is rather livelier from all sources than it was then. Fat lambs are selling at \$6.50@7.50; yearlings, \$4.75@5.35; wethers, \$4@4.60, and ewes, \$3.50@4.40.

### NEW YORK LIVE STOCK

WEEKLY RECEIPTS TO SEPTEMBER 16, 1912.

	Beefers.	Calves.	Sheep and lambs.	Hogs.
New York .....	2,231	3,971	3,914	11,335
Jersey City .....	4,317	1,815	34,985	11,467
Central Union .....	2,503	489	11,531	—
Lehigh Valley .....	1,870	400	3,360	—
Scattering .....	—	128	61	4,375
Totals .....	10,921	6,803	53,251	27,177
Totals last week .....	9,736	6,624	50,138	26,100



# THE WEEK'S CLOSING MARKETS

## FRIDAY'S GENERAL MARKETS.

### Lard in New York.

New York, September 20.—Market steady. Western steam, \$11.25@11.35; Middle West, \$11.20@11.30; city steam, \$11; refined, Continent, \$11.70; South American, \$12.45; Brazil, kegs, \$13.45; compound, 8@8½c.

### Marseilles Oils.

Marseilles, September 20.—Sesame oil, fabrique, 70 fr.; edible, 96 fr.; copra oil, fabrique, 96½ fr.; edible, 113 fr.; peanut oil, fabrique, 73 fr.; edible, 95 fr.

### Liverpool Produce Market.

Liverpool, September 20.—(By Cable.)—Beef, extra India mess, 145s. Pork, prime mess, 102s. 6d.; shoulders, 51s. @59s.; hams, 60s. @61s. 6d. Bacon, Cumberland cut, 60s.; long clear, 70s.; bellies, 67s. Tallow, prime city, 31s. 9d.; choice, 35s. 6d. Turpentine, 31s. 6d. Rosin, common, lbs. 3d. Lard, spot prime, 56s. 6d. American refined in pails, 57s. 3d.; 2 28-lb. blocks, 56s. 3d. Lard (Hamburg), 55½ marks. Cheese, Canadian finest white, new, 65s. Tallow, Australian (London), 32s. @38s.

## FRIDAY'S CLOSINGS.

### Provisions.

The market was more active and firmer with considerable buying on a general advance in hogs.

### Tallow.

The market was quiet with prices showing no change.

### Stearine.

The market was quiet at unchanged prices.

### Cottonseed Oil.

The market was firm on the advance in lard and the fear of unfavorable weather in the cotton belt.

Market closed steady at slight improvement from the low point, influenced by firmness in lard. Sales, 9,200 bbls. Spot oil, \$6.35 @6.50. Crude, \$4.94@5. Closing quotations on futures: September, \$6.36@6.41; October, \$6.13@6.14; November, \$5.91@5.93; December, \$5.91@5.93; January, \$5.91@5.93; February, \$5.93@5.95; March, \$5.96@5.98; May, \$6.09@6.12; good off oil, \$5.75@6.40; off oil, \$5.50@6.40; red off oil, \$5.25@6.40; winter oil, \$6.40 bid; summer white, \$6.50@7.

## FRIDAY'S LIVESTOCK MARKETS.

Chicago, September 20.—Hog market strong and 5@10c. higher; bulk of prices, \$8.20@8.70; light, \$8.20@8.87½; mixed and butchers', \$8.05@8.87½; heavy, \$7.90@8.70. Yorkers, \$8.75@8.85; pigs, \$5@8. Cattle market steady. Beeves, \$5.85@11; cows and heifers, \$2.90@8. Texas steers, \$4.65@6.25; stockers and feeders, \$4.30@7.35; Westerns, \$5.90@9.30. Sheep market steady to strong. Native, \$3.50@4.65. Western, \$3.65@4.65; yearlings, \$4.70@5.75; lambs, \$4.85@7.45.

Kansas City, September 20.—Hogs 5@10c. higher, at \$7.65@8.70.

Sioux City, September 20.—Hogs strong, at \$8.05@8.40.

St. Louis, September 20.—Hogs 10@15c. higher, at \$8.45@8.90.

Milwaukee, September 20.—Hogs steady, at \$7.50@8.80.

St. Joseph, September 20.—Hogs strong, at \$8@8.65.

Indianapolis, September 20.—Hogs higher, at \$8.60@8.90.

Cleveland, September 20.—Hogs strong, at \$8.50@8.85.

Buffalo, September 20.—Market opened with 3,200 hogs on sale; market higher, at \$8.85@9.15.

## OLEO OIL AND NEUTRAL LARD.

(Special Report to The National Provisioner.)

New York, September 19.—During the past week provisions have been very active, and values have gone down hill considerably. After this liquidation is over, values are likely to advance again on account of the shortage in actual supplies of all kinds of animal fats. All grades of oleo oil have advanced during the past week on account of the shortage in production. Demand from Europe exceeds the supply, and values are likely to advance still further. Cotton oil is very active, and a big business has been done with European buyers in new crop goods, especially of the choicest grades.

## RECEIPTS AT CENTERS

### SATURDAY, SEPTEMBER 14, 1912.

	Cattle.	Hogs.	Sheep.
Chicago	500	6,037	6,500
Kansas City	500	1,103	400
Omaha	150	3,589	5,500
St. Louis	800	4,000	700
St. Joseph	150	2,100	
Sioux City	600	3,000	400
St. Paul	500	500	1,400
Oklahoma City	300	250	
Fort Worth	700	300	
Milwaukee		523	
Denver	600		1,900
Toledo		900	
Louisville		2,205	
Indianapolis	600	3,000	
Pittsburgh		3,000	
Cincinnati	174	953	550
Cleveland	60	1,000	
Buffalo	300	4,000	3,000
New York	580	1,860	7,798

### MONDAY, SEPTEMBER 16, 1912.

Chicago	22,000	29,995	42,000
Kansas City	21,000	3,882	17,000
Omaha	9,000	3,084	25,000
St. Louis	11,773	6,500	2,500
St. Joseph	2,200	4,000	
Sioux City	9,000	1,800	2,500
St. Paul	5,200	1,200	1,400
Oklahoma City	500	500	
Fort Worth	3,000	1,000	400
Milwaukee		1,641	
Louisville		4,000	1,110
Wichita		80	
Indianapolis	550	2,000	
Pittsburgh	3,300	7,503	10,000
Cincinnati	3,646	2,542	
Cleveland	3,000	3,000	5,000
Buffalo	5,600	16,000	22,000
New York	3,822	9,194	25,900

### TUESDAY, SEPTEMBER 17, 1912.

Chicago	6,500	18,197	40,000
Kansas City	21,000	7,503	13,000
Omaha	8,000	6,203	34,500
St. Louis	4,533	7,779	6,519
St. Joseph	2,500	6,000	6,000
Sioux City	2,200	3,500	300
St. Paul	2,000	2,000	1,500
Oklahoma City	850	700	
Fort Worth	2,800	700	300
Milwaukee		325	
Denver	1,000	1,200	4,300
Louisville		1,320	240
Detroit		100	
Wichita		530	
Cudahy		600	
Indianapolis	1,800	6,000	
Pittsburgh	100		
Cincinnati	378	2,060	171
Cleveland	60	1,000	2,000
Buffalo	400	8,000	18,000
New York	1,228	1,748	6,801

### WEDNESDAY, SEPTEMBER 18, 1912.

Chicago	15,000	23,175	38,000
Kansas City	15,000	6,870	6,000
Omaha	6,500	5,211	24,500
St. Louis	6,500	6,500	350
St. Joseph	2,200	5,000	3,000
Sioux City	1,700	3,000	400
Oklahoma City	300	750	1,200
Fort Worth	1,900	1,500	1,000
Milwaukee		4,128	
Denver	1,900	700	300
Louisville		2,400	1,008
Detroit		600	
Wichita		1,396	
Indianapolis	1,350	5,000	

Pittsburgh		4,000	2,000
Cincinnati	1,450	2,300	2,550
Cleveland		1,000	
Buffalo	150	4,000	3,000
New York	2,001	4,893	6,764

### THURSDAY, SEPTEMBER 19, 1912.

Chicago	5,500	15,000	18,000
Kansas City	4,500	5,000	5,000
Omaha	2,500	5,000	15,500
St. Louis	6,604	7,521	6,408
St. Joseph	2,400	5,000	2,000
Sioux City	1,500	3,000	200
St. Paul	1,000	700	9,300
Fort Worth	2,400	800	500
Milwaukee		1,785	
Louisville		3,000	749
Detroit		3,000	
Indianapolis		6,000	
Cincinnati	1,451	222	1,593
Cleveland		1,000	
Buffalo	200	3,200	2,400
New York	882	2,103	5,353

### FRIDAY, SEPTEMBER 20, 1912.

Chicago	1,500	8,000	8,000
Kansas City	1,400	1,700	3,000
Omaha	1,500	2,700	7,500
St. Louis	2,500	3,000	2,000
St. Joseph	800	1,500	1,500
Sioux City	400	2,500	
Fort Worth	1,700	1,500	200
St. Paul	900	1,200	1,600
Oklahoma	1,000	500	

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending September 14, 1912:

### CATTLE.

Chicago	33,842
Kansas City	32,629
Omaha	13,315
St. Joseph	12,805
Cudahy	429
Sioux City	2,648
South St. Paul	3,966
New York and Jersey City	10,921
Fort Worth	12,280
Philadelphia	4,695
Denver	1,488

### HOGS.

Chicago	74,938
Kansas City	21,979
Omaha	24,524
St. Joseph	24,288
Cudahy	15,596
Sioux City	5,396
Ottumwa	4,062
Cedar Rapids	6,192
South St. Paul	27,177
New York and Jersey City	6,706
Fort Worth	4,135
Philadelphia	2,074
Denver	

### SHEEP.

Chicago	111,947
Kansas City	46,733
Omaha	50,725
St. Joseph	19,560
Cudahy	674
Sioux City	2,618
South St. Paul	6,919
New York and Jersey City	53,251
Fort Worth	5,322
Philadelphia	12,027
Denver	829

## LIVESTOCK AND BEEF EXPORTS.

Exports of livestock and dressed beef from United States and Canadian ports for the week ending September 14, 1912, are reported by Williams & Terhune as follows:

	Port.	Cattle.	Beef.
From New York	—	—	—
From Boston	—	—	—
From Philadelphia	—	—	—
From Baltimore	—	—	—
From Montreal	Glasgow	150	—
Total		150	—
Total last week		—	—

## FOREIGN COMMERCIAL EXCHANGE.

New York, September 20.—Foreign commercial exchange rates were quoted today as follows:

London—			
Bankers' 60 days	4.8220@4.8230		
Demand sterling	4.8550@4.8555		
Paris—			
Commercial, 90 days	5.26½	@5.25½	—1-16
Commercial, 60 days	5.24½	—1-16@5.24½	
Commercial, sight	5.21½	@5.21½	+1-16
Berlin—			
Commercial, 60 days	94 1-16	@ 94½	
Commercial, sight	95—1-32	@ 95	
Antwerp—			
Commercial, 60 days	5.28½	@5.28½	+1-16
Amsterdam—			
Commercial, 60 days	39½	@ 39½	+1-32

## WE CAN SAVE YOU MONEY

when building your new plant or remodeling your old one. Complete Packing Plants designed and built. Old Plants overhauled, enlarged or redesigned. Highest economy in output secured. Write us.

TAIT-NORDMEYER ENGINEERING CO. LIGGETT BUILDING ST. LOUIS

# Retail Section

## PRACTICAL TALKS WITH SHOP BUTCHERS

### Views on the Use of Sales Slips in the Shop

By a Practical Butcher.

It is necessary for retail butchers in New York State to become familiar with the new net weight meat regulations, adopted under the recently-passed Brooks law, which were published in The National Provisioner on August 24. Instead of working a hardship, these regulations may be of the utmost benefit to the shop butcher, large and small.

This law does not go into effect until June, 1913, so that ample time is given to prepare for the innovation. The retailer who is not familiar with it has plenty of time to look at it from all sides, and there will be few indeed who will not be quick to see the advantage and benefits to be derived. Of course there are always a few who think they know it all, and it is usually the "know-it-all" who is plugging away in a one-horse shop, where the business yields just about enough to pay expenses. The up-to-date progressive butcher is quick to grasp opportunities to increase his business.

All of which brings us back to the subject of one of the new regulations, the use of sales slips. The obsolete style of figuring on a paper bag or on the top of a marble counter, then giving a check for the total amount, which the customer takes to the cashier, is more troublesome and takes just as long as making out a bill on a sales slip, of which you have a duplicate to refer to in case of error.

#### Errors Cause Trouble and Lose Trade.

This in itself is a decided advantage. There is seldom a day goes by in a busy shop that there is not some error which causes an argument and ill-feeling, and if the butcher is right he's wrong anyhow!

Mrs. A. buys five or six or more different items of meat, and where grocery, butter and egg and fish or canned goods departments are all conducted by the butcher, she sometimes buys on a Saturday twenty or more different items.

How many times does it happen that an item is forgotten? After she has left, the butcher goes through her basket and finds he has omitted something. The next time the customer comes in he tells her she owes a balance from her last purchase. He knows all about it; the customer does not. She must take his word for it.

And usually she's dissatisfied, even if she knows he is right. She hates to pay that kind of a debt, just as much as she hates the idea of a new baby where there are already seven or eight! She wouldn't take a million for what she has, but wouldn't give a counterfeit nickel for a new one. And the 15 or 50 cents that she had her heart set on buying some flossy fluffs with she must give to a stupid butcher who forgot to charge it, and has only his word that she owes it at all. She thinks he's a liar, anyhow!

But if a duplicate sales slip were made out, and he had one, and one was sent with

her goods, there would be no room for argument. She'd be satisfied when shown. Nor can she be blamed.

So much for a cash transaction. An error on a credit sale is still worse. The customer has her goods entered in her pass book. Suppose the butcher forgets to enter something. It's usually a small item that is forgotten. The next time she comes in he tells her, and immediately there's a lively argument on. Often she absolutely refuses to pay for anything except what her book calls for.

She's positive she did not have that item that particular day. She wasn't home for lunch. The baby had the colic. Her cousin went shopping with her and they had a 17-cent lunch on the roof of a dry goods store. She had to meet her mother-in-law from Weehawken. Or some other reason, just as good (or bad). Anyhow, she says, the butcher has no right to make such mistakes, and if she has to pay, she'll quit. She's right! She has passed several shops to come to you, and knowing she is adding to your wealth, she feels that it is an imposition.

Such errors do a business much harm, and a duplicate sales slip system would save all trouble. A big department store that has thousands of customers every day, and whose cash receipts run into the thousands, would not permit an employee to sell even a spool of thread without a duplicate sales slip. A store that does more business in an hour than a busy shop does in a week finds the time to make two and three records of every sale, and who made it, regardless of the amount, so that in case of error or a dishonest employee that transaction can be traced in full detail.

And yet we hear some butcher meowing that he "ain't got time" to make out bills when he's busy with six customers, whose total purchases are about seventy-five cents, and some child comes back and says she was cheated out of three cents. "My liver was five, my ribs were eight, and you charged me sixteen cents," and so forth ad infinitum.

#### Complete Record of Every Sale Shown.

The inventor of the duplicate sales slip was surely some business man. Arguments and errors cannot exist where this method is used. The constant little dribbling losses are done away with, a complete record of every sale is shown and the customer is satisfied. System becomes second nature, particularly where the re-weighing system is observed, which prevents employees from becoming "too sociable" with the trade.

And where all trimmings are sent with the order, so if a customer buys a 10-pound roast and has it boned and rolled, and it only weighs six or seven pounds, she knows where it is. The trimmings are hers. She bought and paid for them, and it's none of your

business what she does with them. You get about 20 cents for a barrel of bones, and the bother of picking, keeping in the ice house over night, and smelling up the shop when the bone man calls, is not worth it. You should be glad to get rid of them so easily.

No, there is nothing in this complaint of hardship in such a regulation as that which requires a sales slip with every purchase. Where you hear it, look for a poor business man and you'll be pretty sure to find one!

L. A.

#### MASS. COLD STORAGE LAW IN FORCE.

The new Massachusetts cold storage regulation law went into effect last week. The new law provides that all stores handling products which have been in cold storage shall display a sign as follows: "Cold storage goods sold here," and also declares that it shall be unlawful to represent as fresh any goods which have been in cold storage.

According to the act, goods have been in cold storage if they have been in any place artificially cooled to a temperature of 40 degrees Fahrenheit for a period of 30 days. The articles referred to are fresh meat, fresh meat products, except in the process of manufacture, fresh food, fish, poultry, eggs and butter. The act further provides that any one conducting a cold storage plant shall secure a license from the State Board of Health that no article of food shall be held in storage for more than 12 calendar months, and that food once taken from the storage warehouse for the purposes of sale shall not be returned to the warehouse.

A prominent Massachusetts retail market man, when asked about the law, said that he supposed some retailers knew of the law, but that they had not yet looked it up in detail to any extent, nor had they taken any great amount of pains to meet the requirements. He said, however, that there is no doubt that the requirements will be met now that the law is to go into effect. It was the opinion of this retailer that there is general ignorance of the new law among retailers.

#### BUTCHER A BULL MOOSE CANDIDATE.

Homer D. Call, secretary of the Amalgamated Association of Meat Cutters and Butcher Workmen of America, the labor union of meat employees, has been nominated as the Progressive candidate for Secretary of State in the State of New York. Mr. Call lives in Syracuse, and has been an officer of this labor union ever since the days of the meat strikes of Chicago and New York. The nomination of this former strike leader is expected to attract labor union support to the Progressive ticket.

#### MEAT INSPECTION IN SAN DIEGO.

A new city ordinance went into effect at San Diego, Cal., this week, which makes it compulsory for all meat and fish dealers to take out a city license to sell. In addition there is a code of meat inspection regulations, and dealers must pay the cost of inspection of their shops and wagons.



**LOCAL AND PERSONAL.**

J. J. Davis has bought the City Meat Market at Luling, Tex.

W. W. Millard is opening up a new meat market at Anthony, Kan.

The Falls City Meat Market, Louisville, Ky., has been incorporated with a capital stock of \$5,000 by J. J. Coffrey, T. A. Bohan and J. T. Sullivan.

Woodcock & Golden will engage in the meat business at Hurdland, Mo.

M. Wilson has retired from the meat business at Lafayette, Ind.

Fred De Grote has moved his meat market to the Condon building at Clara City, Minn.

W. H. Hoffman & Son has purchased Geo. Sanderson's meat market at Anoka, Minn.

Fire slightly damaged Parry's meat market at 1412 Tower avenue, Superior, Wis.

E. E. Whitney has purchased the meat market of S. Witcraft at Edgerton, Kan.

The Imperial Meat Market Company, of Cleveland, O., has purchased the butcher shop of J. Babel at Akron, O.

Geo. Huber, a butcher at Lockport, N. Y., has filed a petition in bankruptcy with liabilities of \$514.76 and assets \$50.

Beal & Rankin have opened a new butcher shop at Rossville, Kan.

Jess Hastings has disposed of his butcher shop at Jamestown, Kan., to J. A. Carleton.

G. F. Long and G. A. Sinclair have reopened the Long Meat Market at Hutchinson, Kan.

M. O. Murray is erecting a building at Bennington, Okla., to be occupied as a meat market by Trammell Bros., at Bennington, Okla.

Robert Carrier has moved his meat market from the south side of the square to the Blum stand at Garnett, Kan.

E. B. Stone has succeeded to the meat market of George Hagerman at St. John, Kan.

The Crystal Ice Company has opened a butcher shop at Carbondale, Kan.

C. H. Demsey has sold his interest in the Dempsey & Bothe meat market at Hart, Mich., to his partner, John Bothe.

E. L. Wood has opened a branch fish and oyster market at Jackson, Mich., under the management of John M. Oliver.

Herman Betke has purchased the meat business of Henry J. Bresson & Son at Kalamazoo, Mich.

The Inland Meat Company has succeeded to the meat market of the Little-Wetsel and Emil Frank meat companies, with shops at Wenatchee, Leavenworth and Cashmere, Wash. Mr. Little is manager of the new company.

The butcher shop of H. M. Behlerts at Ronan, Ida., has been destroyed by fire.

W. F. Jeffrey has sold out his butcher shop at Crab Orchard, Neb.

Couch & Beard have purchased the meat market of L. Walters at Mt. Carmel, Ill.

An involuntary petition in bankruptcy has been filed against F. G. Tigglebeck, a meat dealer at Wheeling, W. Va.

E. Spittler has disposed of his meat business at Ewing, Neb.

C. J. Shaw has been succeeded in the meat business at Shickley, Neb., by Walters & Shafer.

E. Meyer has purchased the Central Meat Market at Ainsworth, Neb., from R. F. McKillip.

J. H. Howe has disposed of his meat market at Glenwood, Ia., to W. M. Slecak.

Melvin Karth has succeeded to the meat business of Karth & Robey at Ulysses, Neb.

Chase & Clausen have purchased the meat market of Chas. Dickhute at Osceola, Neb. Byron Adams has purchased the meat business of Albert Turnow at Moorhead, Ia.

Waldeck & Goolie are soon to move into a new meat market at Montevideo, Minn.

**MOTOR DELIVERY AS ADVERTISING.**

"We'll deliver it today," is the slogan adopted by an enterprising Western merchant, who recently replaced his horses and wagons with Kissel-Kar trucks. The slogan appears in his newspaper advertising, in the trolley cars, on his show windows, on his trucks, on snipe bills throughout the city—in fact, a complete advertising campaign is being carried on around the new and quicker delivery service.

This merchant declares that results from his enterprise in putting in motor wagons and advertising them has proved immensely profitable. He writes that it has solved one of the weakest points in his business; namely, the inability to promise delivery at the time of purchase.

"Formerly we were obliged to make a rule that no promise of delivery the same day should be made to customers making purchases in the afternoon," he writes. "Many sales were actually lost because of this necessity. Now we can positively insure delivery before night of articles bought up to 4 o'clock, and in some cases later. Even those who really could get along without immediate delivery will incline toward the store where they can get it. Our trucks carry the appearance of enterprise and prosperity and that draws the crowds regardless of anything else."



**Steady Sales at Good Profits  
No Trouble to Handle**



# UNION Cookery Bags

You can pick up nice profits supplying your customers with UNION COOKERY BAGS, which are specially made for paper bag cookery—the new idea that has become so popular because of its economy and saving of labor. They pay you 20 per cent. to 28 per cent. profit on the selling price, and there is no loss from waste or spoilage; it's a clean profit. UNION COOKERY BAGS are put up in sanitary sealed packages to retail at 25 cents each, are easy to handle, nice to stack up and display.

*UNION COOKERY BAGS are sold at one price to all—smallest quantity also gets best price—you can buy just as fast as needed. Your jobber can supply UNION COOKERY BAGS.*

"Get this new profit-maker to work in your store!"

**The Union Bag and Paper Co.  
New York City**

Our GUIDE BOOK gives full information. It is FREE. Write for it

# New York Section

President L. F. Swift, of Swift & Company, was in New York for a day or two this week.

J. P. Shaughnessy, head of the Morris small stock department at Chicago, was in New York this week.

George Pratt, of the S. & S. executive staff at New York headquarters, has been away on a two weeks' vacation.

Swift & Company's sales of fresh beef in New York City for the week ending September 14, 1912, averaged 10.94 cents per pound.

Manager T. C. Sullivan, of the Swift provision department in the New York district, returned last week from a brief vacation trip to the West.

John J. Ring, a Wallabout butcher, died on Monday from heart failure at his home at No. 48 Rush street. He was born in Manhattan 45 years ago, and leaves a widow, three children, two sisters, and a brother, Thomas Ring.

Cornelius F. Manning, a Brooklyn butcher, died Monday at his home, 64 Fulton street. He was born in New York City twenty-six years ago, had lived in Brooklyn for three years, and is survived by a widow, three brothers and two sisters.

Anton Karger, a retired butcher, died suddenly on Sunday at his home, No. 835 Quincy street, Brooklyn, in his sixty-first year. He was born in Germany, had lived in the Eastern District for many years. He is survived by a widow, one son and three daughters.

After suffering from cancer of the stomach for many years, Louis Krunchik, seventy-five years old, of No. 314 West One Hundred and Forty-fifth street, committed suicide last Tuesday evening. He left a large family. He was a retired butcher and a member of the National Guard.

W. J. Russell, Jr., of Chicago, was in New York this week looking after matters at the New York headquarters of Swift & Company during the absence of General Manager G. J. Edwards on vacation. Mr. Russell is no longer referred to as "the son of 'Uncle Billy,'" as he is now able to travel on his own reputation.

Thomas Bingham, formerly a veal merchant in Washington Market, was arrested last week by federal officers on a charge of having shipped "bob" veal carcasses from South Berlin, N. Y., to a dealer in Washington Market. He was sent to the Tombs

in default of bail. The action is brought under the federal meat inspection law.

The Department of Health of the City of New York reports the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending September 14, 1912, as follows: Meat.—Manhattan, 5,021 lbs.; Brooklyn, 21,309 lbs.; Queens, 20 lbs.; total, 26,350 lbs. Fish.—Manhattan, 3,525 lbs.; Brooklyn, 37 lbs.; Bronx, 35 lbs.; total, 3,597 lbs. Poultry and game.—Manhattan, 4,068 lbs.; Brooklyn, 32 lbs.; total, 4,100 lbs.

Jacob Wolf, of No. 1229 Decatur street, Brooklyn, filed a bankruptcy petition in the United States District Court last week. He kept a butcher shop on Shore road, Sheepshead. He owes \$2,963 and has assets amounting to \$12.19. Wolf did a big trade with campers, who bunked at Rockaway road and Point Breeze during the summer. Apparently they left for home without settling up for their meat bills.

Manager Ed Bell, of the Barclay street house of Swift & Company, has resigned his position to become head buyer for the chain of butcher shops which James Butler, the chain-store groceryman, will establish in Greater New York. Mr. Bell has been one of the best-known and most successful of the Swift selling staff in the New York district. The Butler concern already operates several meat departments in connection with its grocery stores. Under the new plan the chain of shops will be extended until it may become the longest in the country.

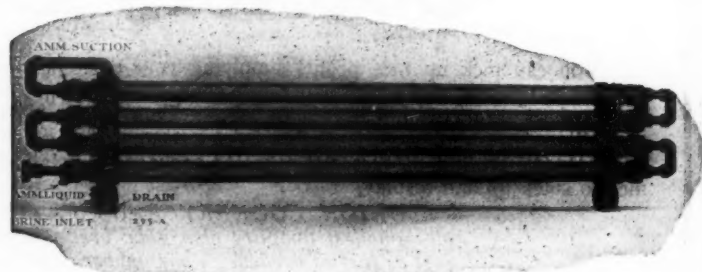
A fire which started Monday night in the engine room of the plant of G. H. Lewis & Sons, in West Washington Market, came near wiping out the market ahead of the

time when the city will tear it down to make room for steamship piers. It pretty well gutted the upper part of the buildings in the block bounded by Lawton, Thompson, Grace and Thirteenth avenues, and the damage was estimated at \$125,000. Much dressed meat, poultry and produce was destroyed. David Mayer, Louis Schwab, J. W. Williams and the Lewis concern suffered the most damage.

Freeman J. Foss, one of the oldest members of the Swift sales staff in the New York district, killed himself by cutting his throat with a splitting knife in the beef cooler of the Swift house on West 39th street last Friday morning. His health had been poor and he was in a very nervous condition. It is the belief of those who made a close study of the circumstances that the act was not a matter of long premeditation, but was suddenly decided on, perhaps in a moment of temporary aberration. For twenty years Mr. Foss had been manager of the Swift house at Ninth street, Jersey City. He entered the Swift employ a few years previous, and was connected with the Gansevoort and West 39th street houses before going to Jersey City, where he became one of the best-known figures in the meat trade for two decades. A few months ago he was transferred from his old post and had been given no definite assignment, though no reduction had been made in his salary. He was borne in Maine in 1866 and leaves a widow and three sons.

Tradesmen in the Park Slope section of Brooklyn are endeavoring to track down a swindler who has fleeced them out of various sums of money by having them cash checks purporting to be signed by their customers. A number of butchers have been victimized in this manner. The swindler pursued very clever methods in his opera-

## Frick Triple Pipe Brine Cooler



For a full description of our Triple Pipe Brine Coolers, write for Catalog and Discount Sheet on Ammonia Fittings and Supplies.

**FRICK COMPANY**

WAYNESBORO, PA.

### J-M INSULATING MATERIALS

J-M Pure Cork Sheets J-M Mineral Wool  
J-M Impregnated Cork Boards J-M Granulated  
J-M Rock Wool Insulating Cork  
Blocks J-M Hair Felt  
J-M Waterproofed Indurated Fibre Boards, Etc.  
Write us as to your requirements.

**H. W. JOHNS-MANVILLE CO.**  
NEW YORK AND EVERY LARGE CITY



# HEARN West Fourteenth St., New York.

## NO MEATS BUT EVERYTHING GROCERIES IN LIQUORS DRY GOODS.

tions. He presents himself to a resident as an agent of a food company and requests the name of the butcher with whom the family deals, in order that his firm might be in position to send the customer 25 samples of a new food product through the tradesman. He also apprises himself of the party's name and telephone number. Equipped with this information, the flim-flammer subsequently calls up the people on the phone and directs them not to answer the telephone if it rings, as the telephone wires are crossed with live electric wires and the person answering the phone will surely receive a shock. Thus when he presents a check to a butcher bearing the signature of a customer the tradesman is not in position to verify by telephone whether the check is genuine, as there is no response when he calls up the party in question. Not suspecting any swindle, he invariably cashes the check.

### THE GLYCERINE MARKET.

It is estimated that the total European production of glycerine is between 80,000 and 90,000 tons, writes Consul General Robert P. Skinner from Hamburg, Germany. In 1910 the exports to the United States amounted to perhaps 20,000 tons, and in 1911 to about 18,000 tons. Up to July 1, 1912, the exports to the United States this year have amounted to only about 4,000 tons.

The belief has been confirmed that the supply of glycerine exceeded the demand during 1910 and 1911, and that American importers bought considerably more than was necessary for use in the manufacture of explosives utilized in the construction of tunnels, railways, and other similar works.

In Europe, also, there has been a marked decrease in the sale of glycerine owing to various causes. Since January 1, 1910, the Simplon Tunnel has been completed, a work which absorbed large quantities of glycerine, and there has been considerable diminution in the demand from Switzerland, where gly-

cerine is used largely also for tunneling purposes. Furthermore, the glycerine market has been depressed by the successful introduction of explosives less dangerous than those in which glycerine is used so largely, chiefly nitrate of ammonia, which is manufactured principally in Norway. It is estimated that 30 per cent. of the total consumption of explosives is now represented by the so-called safety explosives.

To the foregoing natural causes of the low range of prices may be added the considerable speculation in glycerine, particularly in England and America. In England there are large operators who buy and sell chiefly in accordance with the demand of requirements in the United States, and there is almost as much similar speculation in America.

Large stocks of glycerine are being held on both sides of the Atlantic, and there is no expectation of recovery in values for the present. Producers find a difficult and restricted sale for their goods, and prices, as compared with those that prevailed during 1910 and 1911, have declined \$11.58 to \$13.51 per 220 pounds, or between 30 and 35 per cent. An influence to ultimate recovery in prices is the fact that the production of crude glycerine from the soap mills, especially in southern Europe, has been much less than in the two previous years, because oil manufacturers have found more remunerative primes for their oils in their natural state.

In northern Europe, chiefly England, the production of glycerine has been fully up to previous years, and one firm is said to hold a stock of 4,000 to 5,000 tons. Large holders come in the market with tenders from time to time and buy certain quantities in an endeavor to defend their holdings and prevent their decline, thus causing fluctuations.

There is now a general expression of opinion that nitrate of ammonia has reached the bottom price at which it can be produced and compete against nitroglycerine, and that more stability may be expected in

the future in the ruling values of each commodity. Exports of nitrate of ammonia from Germany have increased as follows: 1908, 774.4 tons; 1909, 1,044 tons; 1910, 1,299.3 tons; 1911, 1,439.9 tons.

### "BOSS" RECORD OF TWENTY YEARS.

The Krey Packing Company, St. Louis, Mo., recently installed in its new sausage department a new Giant "Boss" meat cutter and Giant "Boss" meat mixer. This firm has been using "Boss" meat cutters and mixers ever since they were placed on the market.

Mr. Krey, Sr., father of Fred Krey, president of the company, bought one of the first "Boss" cutters manufactured by The Cincinnati Butchers' Supply Company, Cincinnati, Ohio. Being highly pleased with the fast and perfect work of the machine, while visiting Germany eighteen years ago he induced a Berlin sausage-maker to order a 33-inch bowl "Boss" cutter. The wonderful work of this "Boss" cutter was a revelation to the German sausage makers. Manufacturers of sausage machines there at once started to copy this machine, as no patent had been obtained in Germany. "Kutters," as they call them, of the "Boss" type are now in general use throughout Germany. This is another proof that American-made machines lead the world in quality and efficiency.

### Get READY for WINTER

Healthy, Practical.



Preventative  
Against Colds.  
TRY A PAIR  
of our Famous  
(Health Brand)

**Felt-Lined Clogs**

**ONLY \$1.75**

Per Pair.  
Hard Wooden  
Soles (Men's  
or Women's). 3  
Buckles. Felt  
Lined. \$1.75

High-topped Wellington's, Felt Lined, \$2.35 & \$3  
Stout leather tops (with felt linings). Ladies',  
Children's or Gents' sizes.

Also Children's, 7's to 2's..... \$1.00  
On receipt of price in Money Order or cash (no  
checks) we will send you the Clogs express  
prepaid to your home.

Don't forget the size. 733  
BUFFALO FELT-LINED CLOG STORE, 403 B'way, Buffalo, N. Y.

## PRINTED PARCHMENT WRAPPERS

are the best advertisement for your business and you can't get  
anything so satisfactory as the PURITAN BRAND. Ask for samples.

**THE WEST CARROLLTON PARCHMENT CO., Dayton, Ohio**

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Good to choice native steers.....	\$8.00@9.75
Poor to fair native steers.....	5.00@7.90
Oxen and stags.....	3.50@8.00
Bulls and cows.....	2.25@6.00
Good to choice native steers one year ago..	6.40@7.75

## LIVE CALVES.

Live veal calves, common to prime, per 100 lbs.....	10.50@11.00
Live calves, grassers.....	@ 3.50
Live veal calves, culls, per 100 lbs.....	@ 7.00

## LIVE SHEEP AND LAMBS.

Live lambs, fair to prime, per 100 lbs....	6.00@ 7.50
Live lambs, culls.....	@ 5.00
Live sheep, common to prime, per 100 lbs.	3.40@ 4.00
Live sheep, culls, per 100 lbs.....	1.75@ 2.00

## LIVE HOGS.

Hogs, heavy.....	@ 9.00
Hogs, medium.....	9.05@ 9.10
Hogs, 140 lbs.....	@ 9.25
Pigs.....	@ 9.25
Rough.....	8.00@ 8.25

## DRESSED BEEF.

### CITY DRESSED.

Choice native heavy.....	14½@15½
Choice native light.....	14 @15
Native, common to fair.....	11 @13

### WESTERN DRESSED BEEF.

Choice native heavy.....	14½@15
Choice native light.....	13½@14
Native, common to fair.....	12½@13
Choice Western, heavy.....	12 @13½
Choice Western, light.....	12 @12½
Common to fair Texas.....	9 @10
Good to choice heifers.....	11½@12
Common to fair heifers.....	@10
Choice cows.....	10 @10½
Common to fair cows.....	7½@ 8
Common to fair oxen and stags.....	@11
Fleshy Bologna bulls.....	9½@ 9½

## BEEF CUTS.

	Western.	City.
No. 1 ribs.....	@10½	@21
No. 2 ribs.....	@10	@20
No. 3 ribs.....	@10	@14
No. 1 loins.....	@20	@22
No. 2 loins.....	@16	@20
No. 3 loins.....	@10	@16
No. 1 hinds and ribs.....	@17	@18
No. 2 hinds and ribs.....	@16	@17
No. 3 hinds and ribs.....	@14	@14
No. 1 rounds.....	@12½	@12½
No. 2 rounds.....	@11	@12
No. 3 rounds.....	@10	@11
No. 1 chucks.....	@12	@13
No. 2 chucks.....	@10	@12
No. 3 chucks.....	@ 8½	@11

## DRESSED CALVES.

Veals, city dressed, good to prime, per lb..	14 @18
Veals, county dressed, per lb.....	12½@17
Western calves, choice.....	15 @17
Western calves, fair to good.....	13 @14
Western calves, common.....	11 @12
Grassers and buttermilks.....	9 @12

## DRESSED HOGS.

Hogs, heavy.....	11½@12
Hogs, 150 lbs.....	@12½
Hogs, 160 lbs.....	@12½
Hogs, 140 lbs.....	@12½
Pigs.....	12½@13

## DRESSED SHEEP AND LAMBS.

Spring lambs, choice, per lb.....	13½@14
Lambs, good.....	11½@13
Sheep, choice.....	8 @ 9
Sheep, medium to good.....	6½@ 7½
Sheep, culls.....	@ 6

## PROVISIONS.

### (Jobbing Trade.)

Smoked hams, 10 lbs. avg.....	@16
Smoked hams, 12 to 14 lbs. avg.....	@15½
Smoked hams, 14 to 16 lbs. avg.....	@15
Smoked picnics, light.....	@12½
Smoked picnics, heavy.....	@12
Smoked shoulders.....	@12
Smoked bacon, boneless.....	@17½

Smoked bacon (rib in).....	@16½
Dried beef sets.....	@18
Smoked beef tongue, per lb.....	@22½
Pickled bellies, heavy.....	@12½

## FRESH PORK CUTS.

Fresh pork loins, city.....	21 @22
Fresh pork loins, Western.....	19 @21
Fresh pork tenderloins.....	@33
Frozen pork tenderloins.....	@30
Shoulders, city.....	@16
Shoulders, Western.....	@15½
Butts, regular.....	@16½
Butts, boneless.....	@18
Fresh hams, city.....	17 @18
Fresh hams, Western.....	17 @17
Fresh picnic hams.....	14 @14½

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 50@65 lbs. cut..	70.00@ 80.00
Flat shin bones, avg. 40@50 lbs. cut,	
per 100 bones, per 2,000 lbs.....	60.00@ 65.00
Hooft, black, per ton.....	30.00@ 35.00
Thigh bones, avg. 90@95 lbs. cut, per	
100 bones, per 2,000 lbs.....	90.00@ 95.00
Horns, 7½ oz. and over, steers, first	
quality, per ton.....	@270.00

## BUTCHERS' SUNDRIES.

Fresh steer tongues.....	110@125c. a piece
Fresh cow tongues.....	70 @ 90c. a piece
Calves' heads, scalded.....	45 @ 50c. a piece
Sweetbreads, veal.....	50 @ 75c. a pair
Sweetbreads, beef.....	20 @ 25c. a pound
Calves' livers.....	@ 20c. a pound
Beef kidneys.....	@ 15c. a piece
Mutton kidneys.....	@ 3c. a piece
Livers, beef.....	9 @ 10c. a pound
Oxtails.....	8 @ 9c. a piece
Hearts, beef.....	@ 6c. a pound
Rolls, beef.....	15 @ 25c. a pound
Tenderloin beef, Western.....	25 @ 35c. a pound
Lambs' fries.....	6 @ 8c. a pair
Extra lean pork trimmings.....	@15½c. a pound
Blade meat.....	13 @ 14c. a pound

## BUTCHERS' FAT.

Ordinary shop fat.....	@ 2½
Suet, fresh and heavy.....	@ 6
Shop bones, per cwt.....	20 @25

## SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	@80
Sheep, imp., medium, per bundle.....	@80
Sheep, imp., per bundle.....	@40
Sheep, domestic, wide, per bundle.....	@70
Sheep, domestic, medium, per bundle.....	@50
Sheep, domestic, narrow med., per bundle.	@25
Hog, American, free of salt, tes. or bbls.,	
per lb., f. o. a. New York.....	@70
Hog, extra narrow selected, per lb.....	@70
Hog, in kegs, 1 cent over bbls. or tes.....	@—
Beef rounds, domestic, per set, f. o. b. Chi-	
cago.....	@18
Beef rounds, export, per set, f. o. b. New	
York.....	@23
Beef bungs, piece, f. o. b. New York.....	@18
Beef middles, per set, f. o. b. New York..	@88
Beef middles, per set, f. o. b. Chicago....	@86
Beef weasands, per 1,000, No. 1s.....	@ 8
Beef weasands, per 1,000, No. 2s.....	@ 4½

## SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	19½	21½
Pepper, Sing., black.....	12½	14½
Pepper, Penang, white.....	18½	20½
Pepper, red Zanzibar.....	17	20
Allspice.....	6	8
Cinnamon.....	16	20
Coriander.....	4½	6
Cloves.....	18	21
Ginger.....	12	15
Mace.....	70	75

## SALTPETRE.

Crude.....	4½@ 5
Refined—Granulated.....	@ 5½
Crystals.....	5½@ 6½
Powdered.....	5½@ 6

## GREEN CALFSKINS.

No. 1 skins.....	@ .34
No. 2 skins.....	@ .34
No. 3 skins.....	@ .14
Branded skins.....	@ .18
Ticky skins.....	@ .18
No. 1 B. M. skins.....	@ .28
No. 2 B. M. skins.....	@ .21
No. 1, 12½-14.....	@2.70
No. 2, 12½-14.....	@2.45
No. 1 B. M., 12½-14.....	@2.45
No. 2 B. M., 12½-14.....	@2.20
No. 1 kips, 14-18.....	@2.90
No. 2 kips, 14-18.....	@2.65
No. 1 B. M. kips.....	@2.65
No. 2 B. M. kips.....	@2.40
No. 1, heavy kips, 18 and over.....	@3.80
No. 2, heavy kips, 18 and over.....	@3.55
Branded kips.....	@2.20
Heavy branded kips.....	@2.55
Ticky kips.....	@2.20
Heavy ticky kips.....	@2.55

## DRESSED POULTRY.

### FROZEN.

Turkeys—	
Young hens, No. 1.....	@21
Young toms, No. 1, box packed.....	@23
Old hens and toms.....	@20

### FRESH KILLED.

Fowl—Dry packed—	
Western boxes, 48 to 55 lbs. to doz., dry-	
picked, fancy.....	@17½
Western boxes, 36 to 42 lbs. to doz.,	
dry-picked.....	@16½
Fowl—Iced—	
Western, dry-picked, per lb.....	16½@17
Southern and So. Western, dry-picked.....	@16½
Other Poultry—	
Old Cocks, per lb.....	12½@13
Squabs, prime, white, 10 lbs. to doz. per	
doz.....	@4.00

## LIVE POULTRY.

Fowls, via freight.....	@18
Old roosters, per lb.....	@12
Turkeys, hens and toms, mixed.....	@15
Ducks, per lb.....	@15
Geese, per lb., Western.....	@12
Guineas, per pair.....	@20
Pigeons, per pair.....	@25

## BUTTER.

Creamery, Extras.....	30½@31
Creamery, Firsts.....	@30
Process, Extras.....	@26½
Process, Firsts.....	@25½

## EGGS.

Fresh gathered, extras.....	@32
Fresh gathered, extra firsts.....	@28½
Fresh gathered, firsts.....	@26
Fresh gathered, seconds.....	@23
Fresh gathered, dirties, No. 1.....	@20½
Fresh gathered, dirties, No. 2.....	@19
Fresh gathered, checks, good to fine.....	@18
Fresh gathered, checks, poor to fair.....	@17
Refrigerator firsts, season's storage, charges	
paid.....	23½@24½

## FERTILIZER MARKETS.

### BASIS, NEW YORK DELIVERY.

Bone meal, steamed, per ton.....	20.00 @20.50
Bone meal, raw, per ton.....	@27.50
Hoof meal, per unit, Chicago.....	2.50 @ 2.55
Dried blood, West, high grade, fine,	
f. o. b. Chicago.....	@ 2.55
Nitrate of soda—spot.....	2.55 @ 2.57½
Bone black, discard, sugar house del.	
New York.....	20.00 @21.00
Dried tankage, N. Y., 15@18 per	
cent, ammonia.....	2.60 and 10c.
Tankage, 11 and 15 p. c. f. o. b.	
Chicago.....	2.35 and 10c.
Garbage tankage, f. o. b. New York.....	@ 9.00
Fish scrap, dried, 11 p. c. ammonia	
and 15 p. c. bone phosphate, de-	
livered, New York (nominal).....	2.55 and 10c.
Foreign fish guano, testing 13@14% ammonia and about 10% B. Phos.	
Lime, c. l. f. Charleston and New-	
port News.....	3.15 and 10c.
Wet, acidulated, 7 p. c. ammonia per	
ton, f. o. b. factory (35c. per unit	
available phos. acid).....	2.20 and 35c.
Sulphate ammonia gas, for shipment,	
per 100 lbs., guar., 25%.....	3.28 @ 3.31
Sulphate ammonia gas, per 100 lbs.,	
spot, guar., 25%.....	3.28 @ 3.30
So. Carolina phosphate rock, ground,	
per 2,000 lbs., f. o. b. Charleston.....	6.50 @ 7.70
So. Carolina phosphate rock, undried,	
f. o. b. Ashley River, per 2,240 lbs.	
The same, dried.....	3.50 @ 3.75
	3.75 @ 4.00



